

APRIL 26

1947



LEADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 189

Business

The



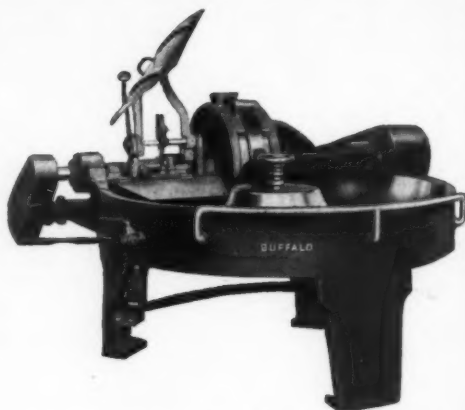
National

PROVISIONER

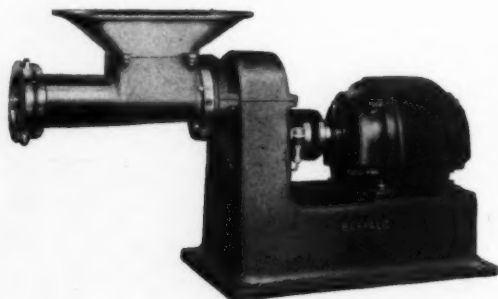
Presents

**PROCEEDINGS OF THE
ANNUAL MEETING OF THE
NATIONAL INDEPENDENT
MEAT PACKERS ASSOCIATION
FOR 1947**

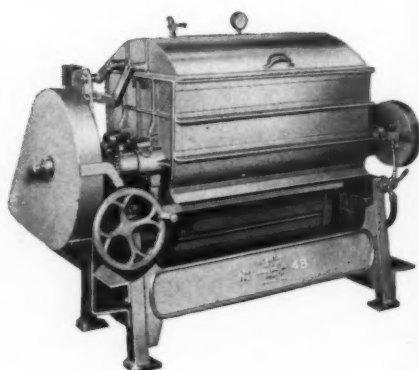
**SPECIALIZED
JOBS
need
SPECIALIZED
MACHINES**



Buffalo Self-Emptying Silent Cutters—Available in 200, 350, 600 and 800 lbs. capacities.



Buffalo Grinders—Six models—1,000 to 15,000 lbs. per hour capacity.



Buffalo Vacuum Mixers—Seven models—75 to 2,000 lbs. maximum mixing load.

There is no short cut to highest standards. High production—yes! Low operating cost—yes! But the *quality* of a product must be maintained always to insure future and bigger business. Sausage makers know the importance of preparation. They know that certain operations need specialized equipment.

Buffalo Quality cutters, grinders and

mixers are made to provide perfect performance for particular uses. Over three-quarters of a century of experience and refinement are back of these superior machines.

A Buffalo representative will be glad to give you complete details in a personal call—or we invite you to write for catalogs describing Buffalo Quality Machines.

JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo 3, N. Y.

For over 75 years Manufacturers of a complete line of Quality Sausage Making Machinery

Sales and Service Offices in Principal Cities

Buffalo



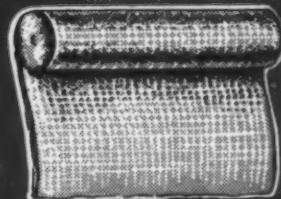
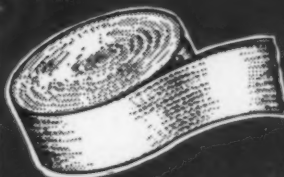
**QUALITY SAUSAGE
MAKING MACHINES**

for Proper Protection of your Meat Products specify "EAGLE BEEF" TEXTILE COVERS!

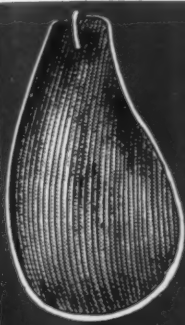
Give your quality meats the protection they deserve. Order EAGLE Covers for positive protection from dirt and handling, and for eye-appealing quality.

Selected materials and modern manufacture count for the ever increasing demand for EAGLE Covers. Let us know your requirements.

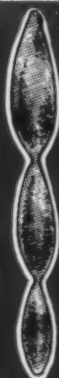
STOCKINETTE
BEEF TUBING



MUSLIN & CHEESECLOTH
BOLT & BALE



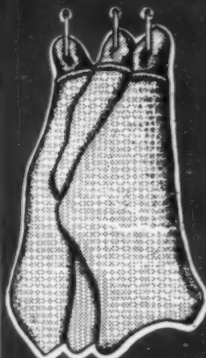
HAM BAGS



BUTT TUBING



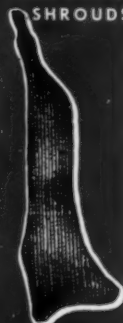
SECUR-EDGE
SHROUDS



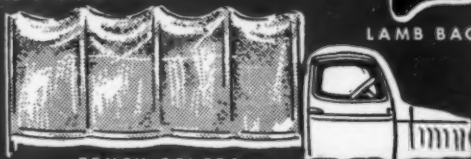
VEAL STOCKINETTES



BARREL COVERS



LAMB BAGS



TRUCK COVERS

BARREL COVERS

BOLOGNA TUBING

CANVAS PRODUCTS

CHEESECLOTH

FRANKFURTER BAGS

*FRIDGI-NETTE FOR FROZEN POULTRY & FOODS

POLISHING CLOTHS

STOCKINETTE BAGS

TRUCK COVERS

BEEF CLOTH IN ROLLS

BURLAP BAGS

CATTLE WIPE

COTTON BAGS

HAM TUBING

SECUR-EDGE SHROUDS

TIERCE LINERS

SHROUD PINS—SKEWERS

*NEW AND IMPROVED STOCKINETTE FOR FROZEN
FOODS, MANUFACTURED BY EAGLE BEEF CLOTH CO.



FRIDGI-NETTE FOR FROZEN POULTRY

Manufactured by

EAGLE BEEF CLOTH CO.

315 CHRISTOPHER AVE. BROOKLYN 12, N. Y.

Makers of Textile for Meats Since 1929

AGENTS IN PRINCIPAL CITIES

LOOK TO FOR A COMPLETE RANGE



with THE *most* PROTECTION! THE *best* IN EYE-APPEAL!



Milprint's Meat Packaging Division offers a scope of service and a range of experience unexcelled in the packaging field. From one source — **MILPRINT** — the packer can obtain a completely integrated packaged line—from ham wraps to finer bands or can labels—all designed and produced to sell themselves—and emphasize one another! There's a tremendous range of materials, too!—all tested and controlled in the laboratory. Investigate Milprint's famous Meat Division today—at no obligation, of course.

also →

A COMPLETE
MERCHANDISING
SERVICE



To aid in
Milprint's
packers for
labels and
processes
art staff!

Pa

MILPRINT

OF MEAT PACKAGES!



To aid in merchandising and selling your product, Milprint also offers a complete creative service to packers for displays, booklets, brochures, letterheads, labels and mailings—in any one of several printing processes—and created by a large, nationally-known art staff!

MILPRINT Inc

PACKAGING CONVERTERS • PRINTERS • LITHOGRAPHERS

plants at | Milwaukee, Philadelphia, Los Angeles,
San Francisco, Tucson, Vancouver, Washington
General Offices: Milwaukee, Wisconsin

Mills at De Pere, Wisconsin

SALES OFFICES IN ALL PRINCIPAL CITIES

Packaging Headquarters to the Meat Packing Industry

MEAT THIEF CAPTURED

Refrigeration Expert Tracks Down Culprit After Detectives Abandon Search

NEW YORK—Shrinkage had been so great at the Butchers' Dressed Meat Co.'s plant here that an unknown thief was suspected. It wasn't until a well-known detective agency had given up a 60-day hunt that a sharp-witted refrigeration engineer actually solved the crime. He explained that the thief was nothing more than air. "Too much moisture is abstracted from air as it is delivered to the carcass chill room," he said, adding: "for top quality meat with minimum poundage loss you've got to have proper relationship between temperature and humidity."

You'll have a lot less meat shrinkage in your plant with accurate Taylor controls on the job. In addition to dependable air conditioning control for your carcass chill room, we can offer you a Taylor Control System for almost every process in your plant from the killing room to the shipping room. And remember—the cost of Taylor Instrumentation is small compared to the overall cost of a modern air conditioning system. Yet the success of that sys-

tem may well depend on the accuracy of Taylor Instrumentation.

To avoid grief, specify your new air conditioning equipment "Taylor-equipped." Or ask your Taylor Field Engineer. We're anxious to help you beat rising costs with Taylor Accuracy. Taylor Instrument Companies, Rochester, N. Y., and Toronto, Canada. *Instruments for indicating, recording and controlling temperature, pressure, humidity, flow and liquid level.*

Taylor Instruments

— MEAN —

ACCURACY FIRST

IN HOME AND INDUSTRY

PRESTO!...IT'S PRESCO!



...You'll find Magic Curing
and Seasoning Powers
in PRESCO PRODUCTS



THE PRESERVATIVE MANUFACTURING CO. • BROOKLYN 22, N.Y.

Established 1877



For Peak Performance when you need it most.

The wide fluctuations in food production call for the most modern refrigeration systems. These systems must be designed to give peak performance when a crop is being processed, yet so arranged that you will not be saddled with wasteful, inefficient operation in slack periods.

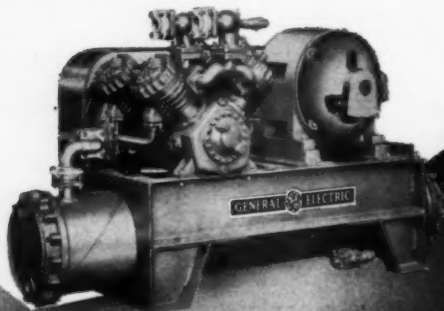
General Electric engineers have designed dependable, automatic refrigeration equipment, using safe "Freon" re-

frigerants. They are also training men in the proper application of this equipment to meet food field requirements.

See your G-E distributor or contractor today. Find out how he can help you improve your profit picture through the proper application of modern G-E refrigeration equipment. *General Electric Company, Air Conditioning Dept., Section 7824, Bloomfield, N. J.*

GENERAL ELECTRIC

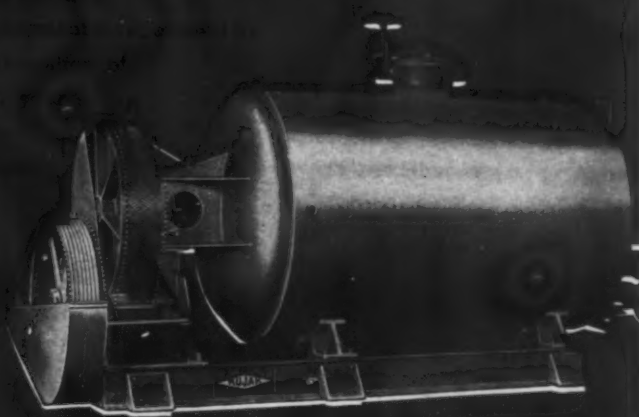
**MAKE A
GENERAL ELECTRIC
CONDENSING UNIT
THE HEART OF YOUR
REFRIGERATION
SYSTEM**



...the excellence of **DUPPS**
equipment starts here!



"You can't make a cat jump out of a hat," and you can't make a good machine without the design of right. That's why we say, "The excellence of DUPPS equipment starts at the drawing board." From the very first sketch, the design of our equipment is based on the highest standards of engineering and construction. We use the best materials and the most skilled craftsmen to create machines that are not only reliable and efficient, but also beautiful. Our equipment is designed to last, and to perform at the highest level of excellence. This is the DUPPS way. This is the excellence that starts at the drawing board.



THE JOHN **DUPPS**

AMERICAN ENGINEERING



SYLVANIA CASINGS

*Ready to Eat
Easy to Sell Ham!*



Yes, there's more profit for you in boneless, smoked hams packed in Sylvania Cylindrical ham jackets. This toothsome, ready-to-eat product sells better for more profits per pound because the retail merchant can sell parts or slices to customers who can't use a whole ham.

Remember your brand identification imprinted on the casing remains even after the ham is partially sold... creates repeat sales... identifies you with your product. Individual designs printed in color are a specialty with us.

**Made only by SYLVANIA DIVISION
AMERICAN VISCOSE CORPORATION**

Manufacturers of cellophane and other cellulose products since 1929

Plant: Fredericksburg, Virginia ★ General Sales Office: 122 E. 42nd Street, New York 17, N. Y.

Casings Division: 111 North Canal Street, Chicago 6, Illinois

Distributor for Canada: Victoria Paper & Twine Co., Ltd., Toronto

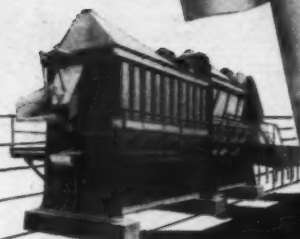


Remember ANCO

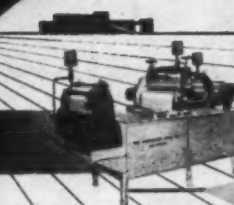
when planning

to build a

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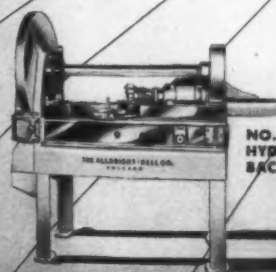
NO. 450 HOG SCRAPER & POLISHER



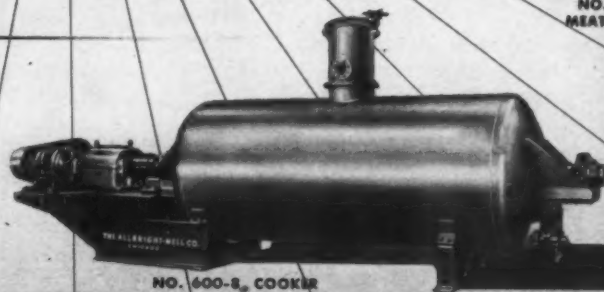
NO. 593 HOG CASING CLEANER UNIT



NO. 766-A MEAT GRINDER



NO. 827
HYDRAMATIC
BACON SLICER



NO. 600-S, COOKER

THE ALLBRIGHT-NELL CO.

5323 S. WESTERN BLVD., CHICAGO 9, ILLINOIS



FLOOR-MOUNTED BLAST FREEZER. For single or double duty, with "Freon" or ammonia coil. Spray header for defrosting, door for coil inspection. Entire unit hot-dipped galvanized after fabrication, for long life. Suspended models also available.

firm foundation for fast freezing

Start right when you get into the growing frozen-food field. It's already a billion dollar market, but profits go to those who use modern, efficient freezing methods. Leading packers and processors prefer Carrier Blast Freezers.

You can use these standard units without altering or enlarging your present plant in any way. They're

quickly installed and operate on your existing refrigerating system.

Carrier Blast Freezers speed up both handling and freezing. You can freeze food right on the truck . . . no lifting on and off shelves. They deliver a continuous blast of cold air to every part of your freezing area . . . freeze twice as fast at zero as other methods at 20 below. Spray headers defrost

coils quickly . . . eliminate idle time.

Years of research and experience on major installations put extra value in Carrier Blast Freezers. That's your assurance of long, efficient refrigerating service. Carrier's booklet, "Frozen Foods . . . a billion dollar market," tells how Blast Freezers help profits. Write for a free copy. Carrier Corporation, Syracuse, New York.

Carrier

air conditioning

refrigeration

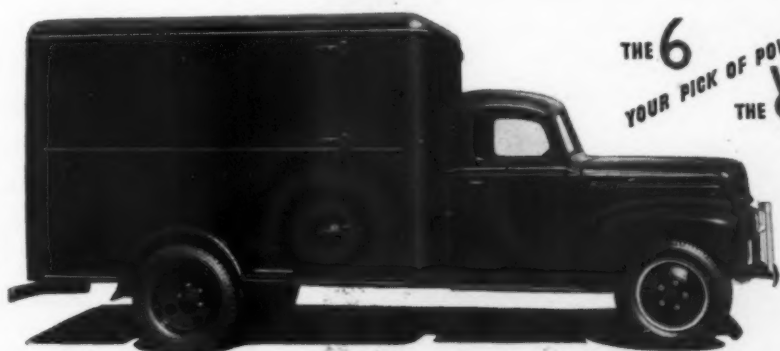
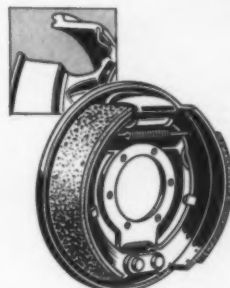
industrial heating

FORD TRUCKS LAST LONGER!"



ONE big reason—FORD BRAKES STAND UP!

The wide, heavy, cast drum surfaces of Ford Brakes are non-warping and score-resistant. They are interlocked and fused with steel drum discs during casting, providing great strength and reducing weight. The two shoes are independently anchored, each shoe being actuated by its own hydraulic piston. Adjustment is extremely simple and entirely external. Brakes are exceptionally stable in adjustment. Entry of water and dust is minimized by closely fitted tongue-and-groove design, where edges of drums meet backing plates. Ford brake design promotes long lining life, consistent performance, extra-safe stopping ability and easy pedal pressure.



THE 6
YOUR PICK OF POWER
THE V8

For maximum load protection and easy maneuverability, the 155" Ford heavy duty chassis with standard Ford cab and a good closed van body is a national favorite. The Van shown is by Maday Body Works, Buffalo, N. Y.



ONLY FORD GIVES YOU ALL THESE LONG-LIFE FEATURES: Your pick of power—the great V-8 or the brilliant Ford Six—extra-strength frames, with siderails doubled in heavy duty models—new Flightlight, 4-ring, oil-saving pistons—full-floating and $\frac{3}{4}$ -floating axles, with axle shafts free of weight-

load . . . more than fifty such endurance-engineering features in all. It's because of this long-life construction that *of all trucks 14 years old or older on the road today, there are more Ford Trucks than all other makes combined!* More than 100 body-chassis combinations to choose from. Ask your Ford Dealer to show you!

MORE FORD TRUCKS IN USE TODAY THAN ANY OTHER MAKE!

BLIZZARD OVER CHOMO-LUNGMA

Few have braved the final precipice of Everest; none has returned to tell what he found at the crest. It may be that man will never conquer its awful cold, the fury of the sudden hurricanes which lash, without warning, the highest spot on earth.

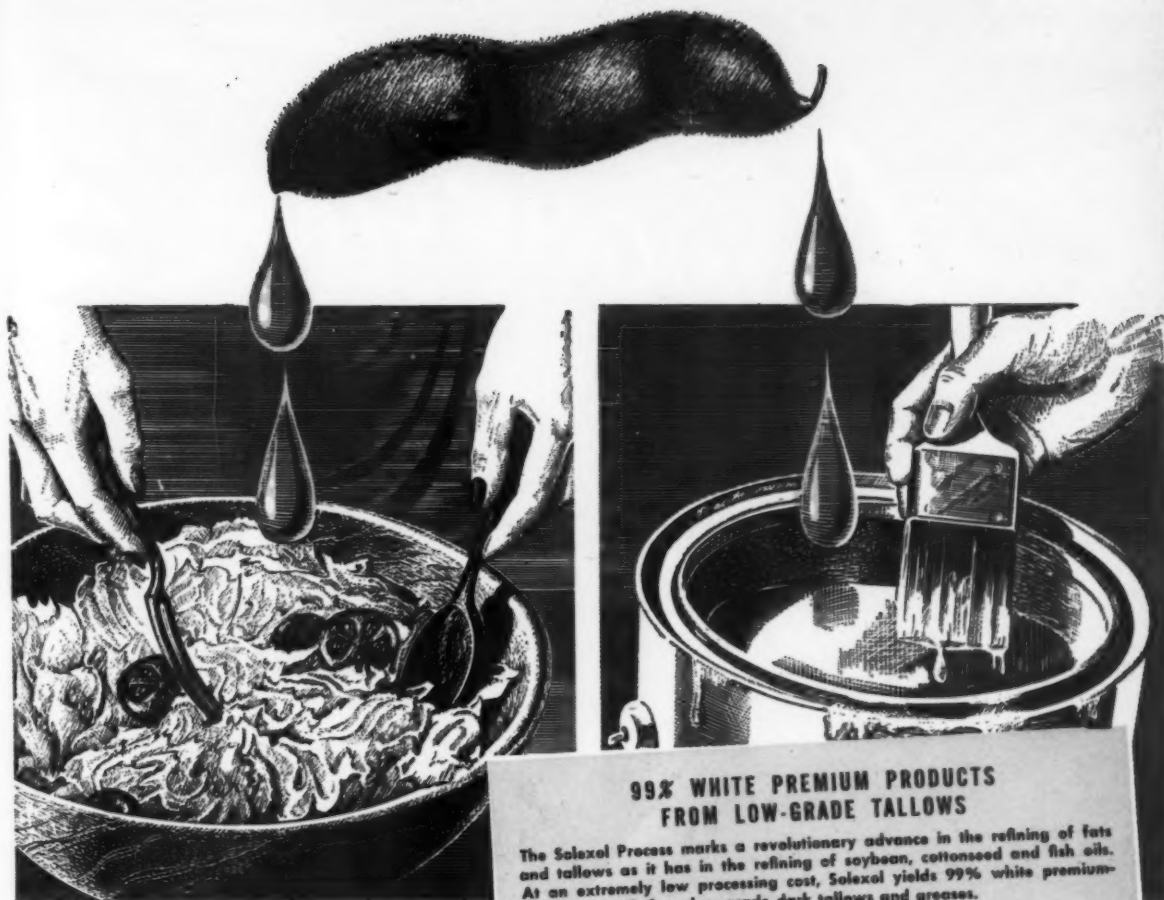
Few indeed fancy the risk of this unpredictable weather. But many have use for the controlled climate of refrigeration . . . the calculated cold of refrigerated spaces which is efficiently, economically safeguarded by Jamison Cold Storage Doors. Jamison-built doors go back almost as far as the cold storage industry itself. Half a century of know-how explains the confidence that refrigeration, cold storage, and frozen food operators have in the Jamison name.

For cold storage doors expressly tailored to your needs, choose from the Jamison standard line . . . Jamison, Stevenson, Victor, and NoEqual Doors. Your installation deserves this long-term investment in quality. Full information . . . and address of nearest Jamison branch . . . may be obtained by writing Jamison Cold Storage Door Company, Hagerstown, Maryland.



JAMISON
COLD STORAGE DOORS

Branches in Principal Cities, Coast to Coast



99% WHITE PREMIUM PRODUCTS FROM LOW-GRADE TALLOW

The Solexol Process marks a revolutionary advance in the refining of fats and tallow as it has in the refining of soybean, cottonseed and fish oils. At an extremely low processing cost, Solexol yields 99% white premium-grade soap oils from low grade dark tallow and greases.

MAKING A MIRACLE WORK BETTER

A few years ago soybean oil promised to be the miracle solution to a world-wide shortage of vegetable oils.

But somehow the miracle didn't quite materialize.

What happened is that conventional refining methods were unable to cope with the complex structure of soybean oil—unable to separate the various substances in a way that met exacting specifications for different products.

Today, however the story is different—thanks to the revolutionary new Solexol Process which separates various components in all glyceride oils *according to molecular weight and structure*—without chemical or thermal side reactions.

From soybean oil Solexol produces edible products with flavor stability never before attained commercially. Other fractions extracted from the same soybean oil produce paint oils superior to linseed oil in quick-drying properties—and still other fractions, such as lecithin, are valuable in the manufacture of pharmaceuticals and cosmetics.

What Solexol has achieved with soybean oil is typical of the vast new opportunities this process opens in the refining of all vegetable, animal and marine oils—to more exacting specifications and at less cost than ever before. For full information write: Glyceride Processes Division, The M.W. Kellogg Co., 225 Broadway, New York 7, N. Y.

SOLEXOL

Decolorizes, separates, extracts, concentrates and deodorizes;

Soybean
Linseed

VEGETABLE OILS

Cottonseed Tall
Peanut Other similar types

Tallow

ANIMAL PRODUCTS

Waxes Greases

MARINE OILS

Fish body oils and liver oils having widely different physical, chemical and vitamin-potency characteristics.

FATTY ACIDS

From all sources

Licensed jointly by The M. W. Kellogg Co. and The Chemical Foundation, Inc.

GLYCERIDE
PROCESSES
DIVISION



THE M. W. KELLOGG COMPANY

Engineers and Economists to International Industry

New York, N. Y. Jersey City, N. J. Los Angeles, Calif. Tulsa, Okla.
Houston, Tex. Toronto, Can. London, Eng. Paris, Fr.

Copyright 1947, The M. W. Kellogg Company, New York

Announcing

"FASTIE"

NEW REVOLUTIONARY DEVICE
TO FASTEN SAUSAGE CASINGS

At last science has developed this new, amazing way of "END TIES" on sausage casings.

FASTIE spells doom for the old fashioned, laborious method of pulling strings, cutting and burning fingers...slowing up production and making meat look anything but "neat".

FOUR DIVIDENDS

PRODUCTION INCREASED . . . stuffing capacity stepped up... averaging 10 per cent. FASTIE close end tie will save as many as 100 casings when 1,000 casings are used.

COSTS REDUCED . . . FASTIE can fasten 600 casings per hour which is double the amount tied by the old fashioned method.

SALES ENHANCED . . . FASTIE beams with attractiveness and sales appeal when compared with an antiquated string tie. This selling impulse increases sales and stifles competition.

PRODUCT PROTECTED . . . FASTIE clings to the casing with bulldog tenacity. FASTIE is everything that its name implies.

Write for informative brochure

FOUR FREEDOMS

FREEDOM . . . FROM PULLING STRINGS
FREEDOM . . . FROM UGLY STRING CUTS
FREEDOM . . . FROM BLOOD INFECTIONS
FREEDOM . . . FROM STRING BURNS

HERCULES FASTENERS, INC., 1140 East Jersey Street, Elizabeth, N. J.

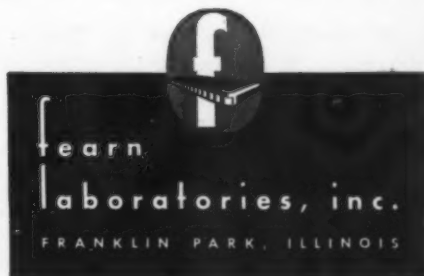


there's sales-building flavor in Fearn-cured specialties

Fearn regular cures for sausages, cured meats and specialties offer dependable curing action, perfect uniformity and rapid action to meet fast production schedules. Made and blended from the finest pure ingredients, they can be used with profit by any curing plant or processor.

And for a real flavor lift, Fearn regular cures are combined with special flavor builders to give the most distinctive appealing flavor you've ever tasted. You get a roundness of flavor that retains the true cured flavor with added appeal for extra sales. Without changing your present methods, without interfering with the skill of your trained curing men, you can get many extra benefits that increase business and boost profit. Ask for details.

fearn's
flavor builders are business builders





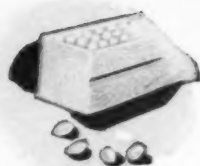
MEATS



BEER



POULTRY



EGGS

This refrigerator car is just one of the many different kinds of specialized General American Cars that serve the nation's shippers transporting perishables safely and economically.



BANANAS



GRAPE



MELONS



POTATOES



CANNED GOODS



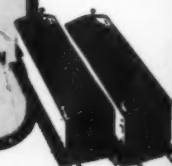
GENERAL AMERICAN BUILDERS AND OPERATORS OF ALL TYPES OF REFRIGERATOR CARS FOR PERISHABLE GOODS

No matter what kind of perishable product you ship—milk or melons, beer or bananas—there is a General American Refrigerator Car that is tailor-made to fit your needs.

General American maintains an office in almost every producing area to place at your disposal able representatives whose job it is to help you solve your individual shipping problems . . . swiftly and economically.

Whenever you ship . . . whatever you ship . . . ship via General American, and realize the advantages of General American's nation-wide reputation for reliability and responsibility . . . a reputation built out of years of experience serving America's leading shippers.

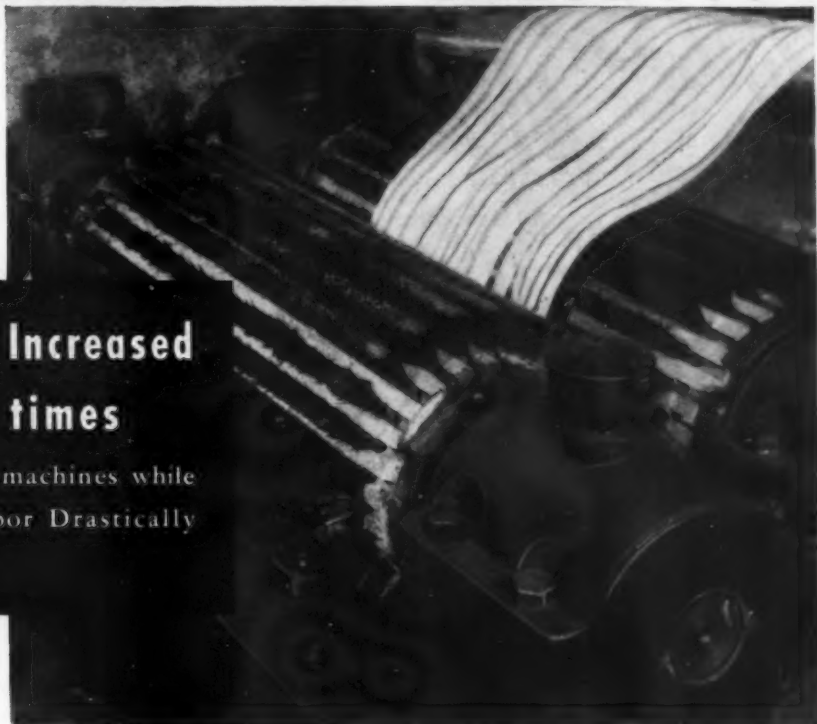
**UNION REFRIGERATOR
TRANSIT LINES
MILWAUKEE**
A DIVISION OF
**GENERAL AMERICAN TRANSPORTATION
CORPORATION
CHICAGO**



STOP RUNAWAY COSTS...

Brush Life Increased 4 to 7 times

on sausage casing machines while
Maintenance Labor Drastically
Reduced



PACKING plants that installed Fullergript metal-backbone, independent-mounting brush strips on sausage and beef casing machines have both increased brush life and saved maintenance time. Because with Fullergript the soft bristles are held . . . not in tufts . . . but in continuous, very densely packed strips, anchored in a rustless metal backbone, you find much greater resistance to wear . . . so that packers report 4 to 7 times more brush life.


Moreover, with Fullergript you make replacements without disturbing the machine. The independent Fullergript strips are fastened by set-screws to the core, which is left undisturbed in its journals.

Attaching the brush strips is done by company maintenance men in a few minutes. Not only is maintenance expense reduced but the machinery is kept in production more steadily. For complete details write to . . .

INDUSTRIAL DIVISION

THE FULLER BRUSH COMPANY

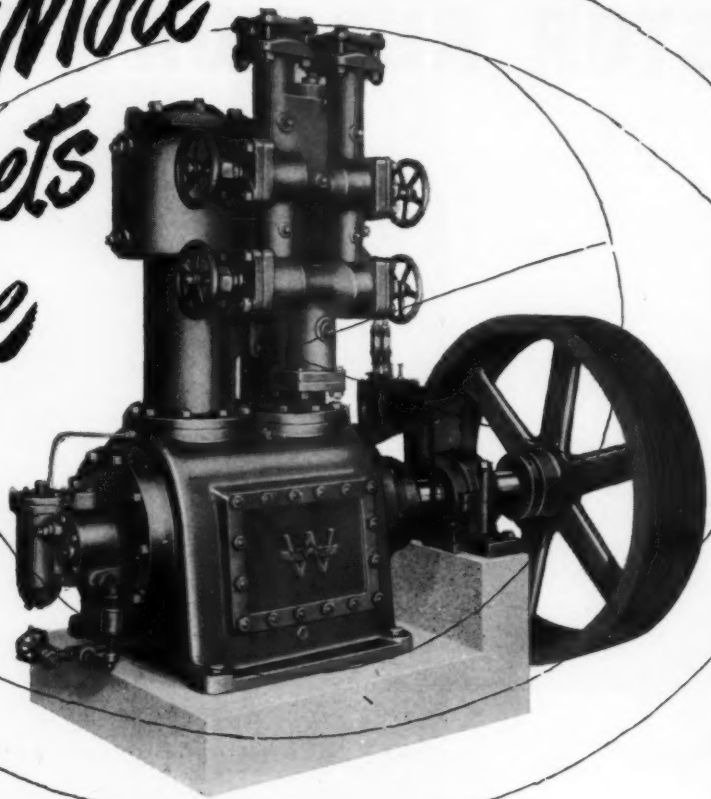
35965 FULLER PARK • HARTFORD 2, CONN.

FULLER  GRIP T

Anchored Metal Backbone
Power Brush Assemblies

You Get More Than Meets the Eye

in your Worthington Refrigeration Compressor



THINGS YOU CAN SEE . . . in this Vertical, Two Cylinder, Single-Acting enclosed Compressor, are features designed to give you long life and reliable service at minimum maintenance cost:

- All sizes have main bearings of self-aligning, double-row roller type. Three larger units equipped with outboard bearings incorporating same features.
- Cylinders, bearings and pins are pressure lubricated.
- Large area Feather* Valves . . . the lightest, quietest, most efficient ever designed for compressors . . . are used on suction and discharge.
- Safety head on discharge reduces slop-over hazard.
- Trouble-free two-piece construction of Worthington QD Sheave and Hub combines the three basic sheave requirements: *Easy to Get On, Easy to Get Off, Yet Always Tight on the Shaft.*
- Manifold of the unit type . . . with stop, by-pass and pump-out valves . . . improved quick-opening relief valve.

Bulletin C1100-B18A has the complete story — write today.

THINGS YOU CAN'T SEE . . . include Worthington's *skill in application* that accounts for the vast number of Worthington installations in the food industry . . . Worthington *engineering ability* that has solved hundreds of difficult problems in gas compression . . . Worthington *manufacturing skill* that accounts for Worthington's large production of critical components for the high side of the refrigeration cycle. All these factors enable Worthington to offer you an integrated, efficient installation that exactly fits your needs.

For further proof that *there's more worth in Worthington*, talk things over with your nearby Worthington Distributor, or write for Bulletin direct to *Worthington Pump and Machinery Corporation, Harrison, N. J.* Specialists in air conditioning and refrigeration machinery for more than 50 years.

WORTHINGTON



**FIVE MORE
REASONS WHY
WORTHINGTON
LEADS IN
INDUSTRIAL
REFRIGERATION**

*Reg. U.S. Pat. Off.

A7-8

Horizontal compressors
for all types of
refrigerants



Angle gas engine
compressors



Centrifugal
compressors



Compressors for
Low Pressure
Refrigerants



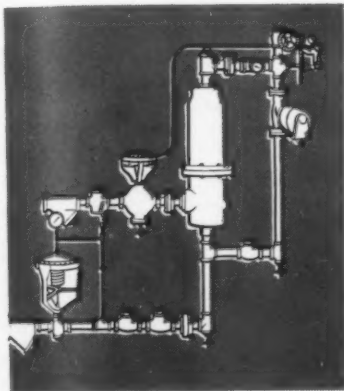
Shell and tube
refrigerating
equipment



Pick

THE ONLY WATER HEATER WITH STEAM INJECTION PRESSURE CONTROL!

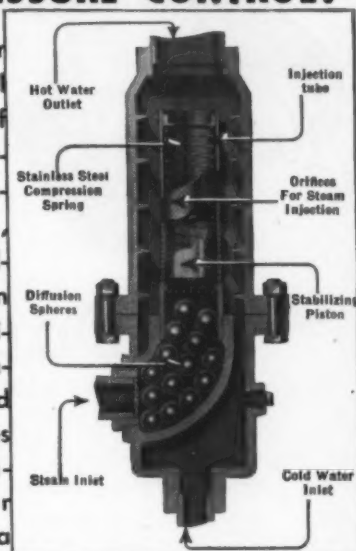
Hot water at the exact temperature you want



Pick is designed to meet your every hot water need. As fast as a woman changes her mind you can change the temperature of your water as much as 140 degrees. Simply reset the

thermostat and water temperature changes instantly. Seven sizes — with capacities of 10 to 200 gallons per minute guarantee the right heater for every job.

The "Pressurizer Piston" assures all the advantages of steam injection heating — prevents pressure equilibrium, automatically stabilizes steam injection pressure, and eliminates shock, hammer, vibration and noise. To industries requiring a controlled hot water supply Pick offers a production time saver and a low cost, efficient heating unit to help meet price competition.



How the Pressurizer Piston works

There is no pulsation and no fluctuating temperature. Water may be started and stopped at will — at any volume from the top rated capacity to a mere trickle. Pick gives you a smooth, steady flow at the exact temperature you want.



Operating on any selected steam pressure from 40 to 100 pounds, Pick guarantees you smooth, quiet, safe and dependable performance. Furthermore, each Pick heater is custom-selected and factory assembled to do a particular job.

What this means to you . . .

Only the new Pick Instantaneous Water Heater can give you all these advantages:

- ✓ **Heats instantly** — No waiting, no storage tanks.
- ✓ **Highest efficiency** — Heat transferred 100% from steam to water.
- ✓ **Lower cost** — Lower investment cost, lower operating cost, lower repair cost.
- ✓ **Easy installation** — Self-contained compact unit, factory assembled. No storage tanks needed.
- ✓ **Completely automatic** — Pressurizer piston adjusts instantly to light or heavy load.
- ✓ **Constant temperature** — Every gallon thermostatically controlled.
- ✓ **Quiet operation** — No banging, no pipe hammering.
- ✓ **Safety control** — Thermostat and steam valve operate automatically.

For complete details write Department 65, Pick Manufacturing Company, West Bend, Wisconsin

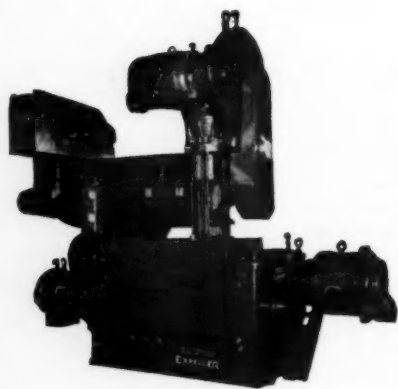
Made by **PICK MANUFACTURING CO.**
WEST BEND, WISCONSIN, U. S. A.





It's Dollars—

to Doughnuts



ANDERSON TWIN-MOTOR
SUPER-DUO CRACKLING EXPELLER*

● It's dollars to doughnuts you could measurably increase your profits if you could remove more fat from the cracklings you sell. That fat, when removed and sold separately is worth real money on today's market—but you are giving it away when you leave it in the cracklings. And Anderson Crackling Expellers (all models) do remove more of that money making fat. Are you getting maximum results from your present equipment? If not, talk to an Anderson Engineer—check on what *can* be done to improve your production . . . just let us know where and when.

THE V. D. ANDERSON COMPANY
1965 West 96th Street • Cleveland 2, Ohio

*Exclusive Trade Mark registered in U. S. Pat. Off. and in foreign countries.

Only **ANDERSON** *makes* **EXPELLERS**

...EASTERN

HAS A NEW ANSWER!

"Liquid Envelope" gives stainless sheets:



Protection in shipment



Protection in storage



Protection during fabrication

Now you can get Eastern Stainless Steel sheets whose finish won't be marred in shipment . . . in storage . . . in handling . . . or even during fabrication! Eastern is the first in the field with an answer to the costly problem of refinishing. How? Because Eastern is the first to supply stainless sheets protected by "Liquid Envelope", the strippable plastic film, a coating so tough that the sheets can be cold-formed, even deep-drawn without marring the finish, and with, in fact, improvement in results due to the lubricating property of "Liquid Envelope."

You can now purchase polished sheets, shape them on the usual brakes or presses, strip the film, and assemble stainless steel equipment with practically no other finishing! This amazing protection cuts costs for both fabricator and user.

Stainless protected by "Liquid Envelope" is the answer to many problems of handling finished sheets. *It proves again that it is wise to . . .*

Specify Eastern Stainless Steel sheets with "Liquid Envelope" today. The plastic coating protects your pocketbook while it guards the stainless finish. And, for down-to-earth information about stainless steel sheets and plates, ask for your copy of the handbook, "Eastern Stainless Steel Sheets."

Eastern

Stainless

EASTERN STAINLESS STEEL CORPORATION

BALTIMORE 3, MARYLAND



EASTERN STAINLESS

For better piping Every Time get Everything from Crane

Power . . . process . . . or general service piping . . . you're off to a good start and good finish on every installation when Crane is your partner. You get everything from one source . . . valves, fittings, pipe, fabricated assemblies, and accessories . . . with the quality you want in every last item. From design to erection, the whole job is simplified.

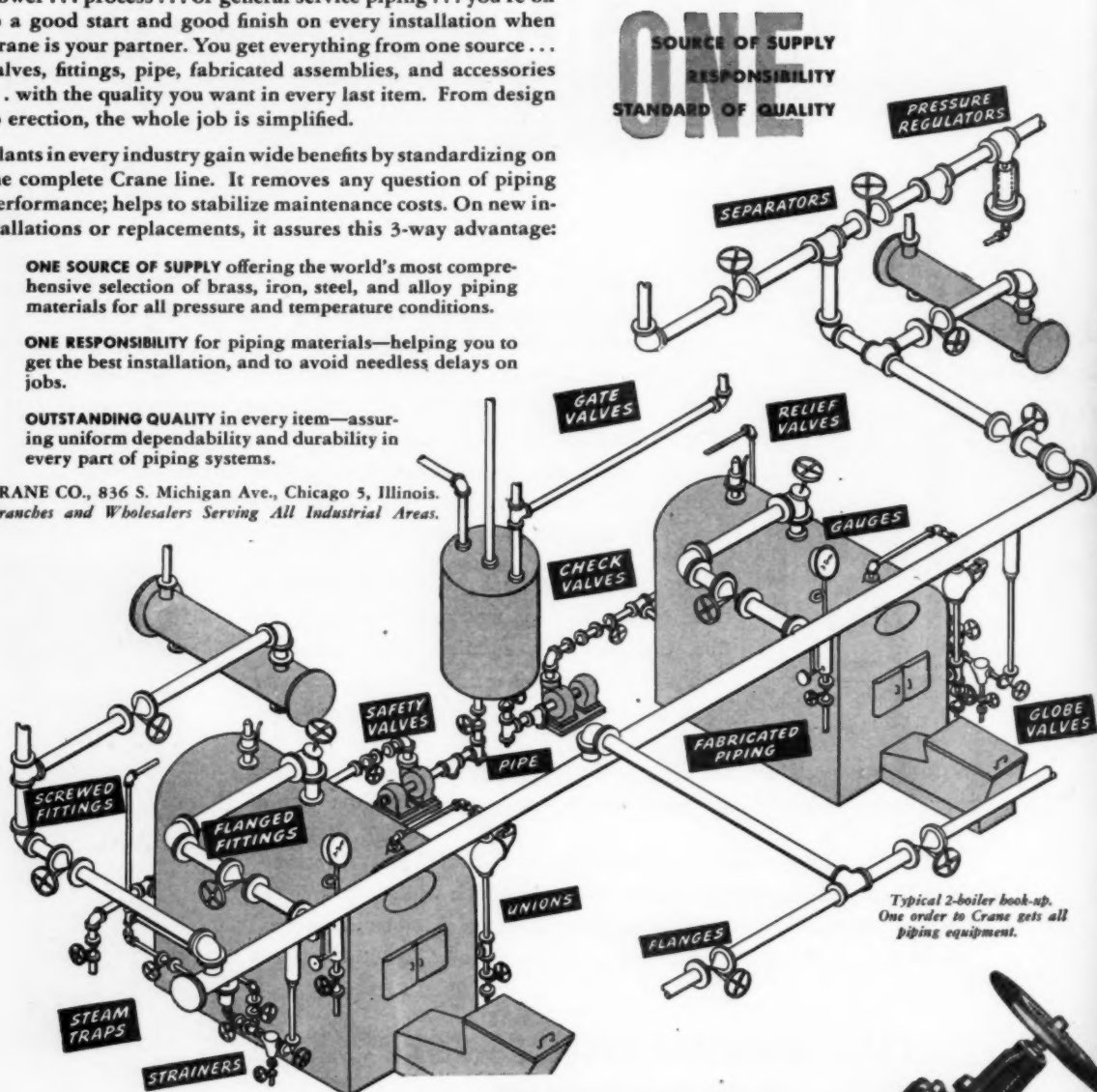
Plants in every industry gain wide benefits by standardizing on the complete Crane line. It removes any question of piping performance; helps to stabilize maintenance costs. On new installations or replacements, it assures this 3-way advantage:

ONE SOURCE OF SUPPLY offering the world's most comprehensive selection of brass, iron, steel, and alloy piping materials for all pressure and temperature conditions.

ONE RESPONSIBILITY for piping materials—helping you to get the best installation, and to avoid needless delays on jobs.

OUTSTANDING QUALITY in every item—assuring uniform dependability and durability in every part of piping systems.

CRANE CO., 836 S. Michigan Ave., Chicago 5, Illinois.
Branches and Wholesalers Serving All Industrial Areas.



Typical 2-boiler hook-up.
One order to Crane gets all
piping equipment.

(Right) FOR SAFE BOILER OPERATION, choose automatic stop-check valves with a proved performance record. In iron or steel, Crane offers the exact type and size you need. For steam pressures up to 250 Pounds, 450 Deg. F. maximum, Crane recommends this Ferrostee pattern, angle or straight-way, usable in two positions. Sizes up to 10 in. See your Crane Catalog.



EVERYTHING FROM . . .

VALVES • FITTINGS
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CRANE

FOR EVERY PIPING SYSTEM

Champion Thunderbolt of Ingleshills,
Ingleshills Kennels, Inglesfield, Ind.
Shown by Richard E. Cooper



In a Dog ~ it's Breeding In Seasoning ~ it's Stange

• Among all the factors that spell success in the merchandising of food products—none is so vitally important as FLAVOR. Recognizing the problems of food processing companies in connection with quality and uniformity of flavor, Stange has specialized in the science of seasoning wherever the flavors of natural spices are desired in quantity production—Cream of Spice Seasonings.

• In Cream of Spice Seasonings, through the exclusive Stange process of total extraction, you get a seasoning containing ALL the essential oils and aromatic oleo resins of the NATURAL spices in a concentrated, easy-to-

use form—with all foreign matter and unsightly waste material discarded.

• Every Cream of Spice Seasoning has the same degree of strength—it's instantly soluble—it comes as an individual spice flavor, such as cinnamon, celery, pepper; or in pre-mixed blends, such as apple butter seasoning, chili sauce seasoning, seasoning blends for packers of dehydrated soups, and seasoning for meat and sausage makers.

• The Stange research laboratories and Home Economics Staff will gladly help you on any seasoning problem you may have.

42 YEARS OF SERVICE TO THE FOOD INDUSTRY

Stange's
CREAM OF SPICE *Seasonings*

• WM J • STANGE CO • 2530 W. MONROE ST., CHICAGO 12, ILL.

MONEY-SAVING
NEWS

GOOD NEWS

TIME-SAVING
NEWS

FROM CLEVELAND COTTON PRODUCTS COMPANY

GENUINE PRE-WAR QUALITY TUFEDGE BEEF CLOTHING IS BACK AGAIN!

Check These **Tufedge** Features

- 1 Reinforced extra wide pinning edge.
- 2 Exclusive open-mesh weave for quick, uniform chilling and perfect aeration.
- 3 More absorbent threads for better beef bleaching.
- 4 Tougher threads to withstand laundry abuse longer.
- 5 Instant Identification with "40" and "36" series—makes your clothing job simpler.
- 6 TUFEDGE outlasts ordinary shrouds better than 3 to 1.



Yes, the same famous TUFEDGE you used before the war and liked so well. The same TUFEDGE that gives you instant identification—does away with guessing and fumbling. The same TUFEDGE that saves you money, because it speeds up production is back again! TUFEDGE is the successor to wasteful, old-fashioned shrouds. And remember, TUFEDGE costs no more to buy—costs much less to use. The demand for TUFEDGE is greater than ever before . . . place your order NOW for **IMMEDIATE DELIVERY.**

Your Choice for INSTANT IDENTIFICATION

TUFEDGE
SERIES
with the **40**
DOUBLE
BLUE STRIPE

TUFEDGE
SERIES
with the **36**
SINGLE
BLUE STRIPE

The Source of Supply for *Quality* MEAT PACKERS TEXTILES

HAM STOCKINETTES
FRANK BAGS
LARD PRESS CLOTHS

BOLOGNA BAGS
CHEESE CLOTH
TARPAULINS

BEEF BAGS
LIBERTY BEEF SHROUDS
AND OTHER TEXTILES

WRITE TODAY We are headquarters for quality Meat Packers' Textiles. Tell us your needs—we will suggest the right textile for the right job.

THE CLEVELAND COTTON PRODUCTS CO.
★ CLEVELAND 14, OHIO ★



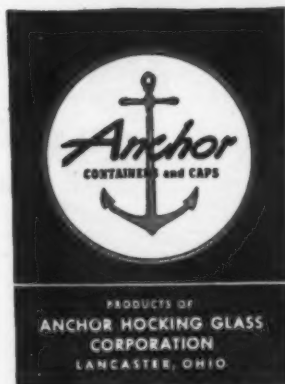
**Truly dependable ... widely adaptable
... That's the Anchor D Cap**

THE Anchor D Cap provides the most dependable, most effective tamper-proof seal available for all kinds of food products packed in tumblers, jars or bottles. It's a mechanical seal made by compressing a resilient gasket firmly into contact with the container finish at a point well below the top edge of the container. This effectively overcomes the top edge imperfections that are common to all glass containers.

You can't beat the Anchor D Cap for adaptability, either. Vacuum or

hermetic sealing, sterilizing, processing, hot or cold packing—the Anchor D Cap can be used with all these methods. And in every case the seal is completely airtight and leak-proof; gives full protection against air, moisture and bacterial action.

Anchor D Caps come to you nested. Consequently they stay clean and sanitary until used. And the Anchor D Cap is easy to remove by lifting up gently at a number of points with any hook opener.



Tune in "Crime Photographer" every Thursday evening, entire Coast-to-Coast Network, CBS.

Alumi-Lug ^{Pats. Pending} Aluminum

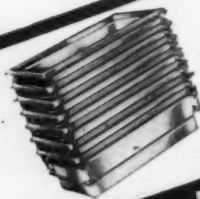
DELIVERY AND STORAGE MEAT CONTAINER



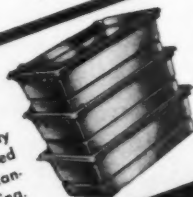
-  **SANITARY!**
-  **TOUGH!**
-  **LIGHTWEIGHT!**
-  **APPROVED!**
-  **THRIFTY!**
-  **LONG-LIFE!**
-  **REVOLUTIONARY!**

Now! The most revolutionary step ahead in meat handling history — a sensational, new, sanitary and lightweight aluminum meat delivery and storage container — for easier, more efficient meat handling and storage. Saves truck and storage space, time, weight — slashes upkeep and replacement costs. ALUMI-LUG is a fully approved, non-corrosive, non-contaminating meat delivery and storage container with a smooth, easy-to-clean surface that completely eliminates bacteria traps and the need for paper lining.

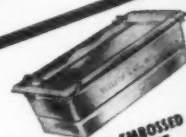
SPECIFICATIONS: Inside top dimensions, 32" x 13½" x 10" deep — yet weighs only 11¼ lbs., less than half the weight of ordinary container of same capacity. Special aluminum alloy and welded construction give ALUMI-LUG superior strength to withstand severe drop tests, road shocks. Can't chip — no plating to wear off. Minimum life expectancy, 10 years!



TAPERED CONSTRUCTION FOR COMPACT NESTING
when not in use. Empty Alumi-Lugs may be stacked high without danger of jamming or sticking.



COMBINATION STACKING BAR AND HANDLE
makes it possible to stack 5 or more Alumi-Lugs with up to 1000 lbs. load. Stacking bar prevents crushing meat.

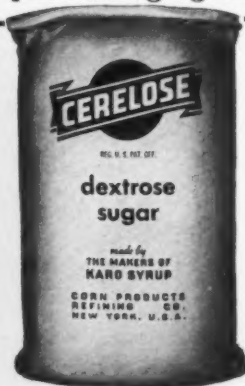


FIRM NAME EMBOSSED FREE ON REQUEST
Permanently embossed on both sides of container. Insures against loss.

For Further Information, See Your Equipment Dealer, or Write to
J. M. GORDON Company
 756 SOUTH BROADWAY
 Los Angeles 14, Calif.
 Manufacturers and Marketers



"Hartford . . . I simply can't understand a purchasing agent being so interested in Home Research!"



FLAVOR

COLOR

QUALITY

STEPS UP

CORN PRODUCTS SALES COMPANY
17 Battery Place • New York 4, N. Y.



DEEP
END

*Seems we went off
the deep end and... (BLUB)*

We originally bought this space to talk about Continental cans . . . their superior quality, our dependable service. But demand for cans has been so great we now have a backlog of orders that would knock your eye out. We tried everything. We expanded manufacturing facilities. We stepped up production. We added manpower. Then up popped material shortages and other factors beyond our control. Now we "play it safe" with only two statements: (1) We aren't able yet to make enough containers to go round; (2) we're doing everything possible to catch up. We hope the time isn't too far off when we can provide enough containers to fill your requirements.



**CONTINENTAL
CAN COMPANY**

NO BLOWING ...

NO DRAFTS!

Better working conditions with

Gebhardt

(CONTROLLED REFRIGERATION SYSTEMS)

GEBHARDTS refrigeration system does not blow air or cause any drafts in a cooler. Blowing and drafts cause complaining, dissatisfied help. GEBHARDTS maintains a uniform circulation of air that is necessary to keep meat at its best.

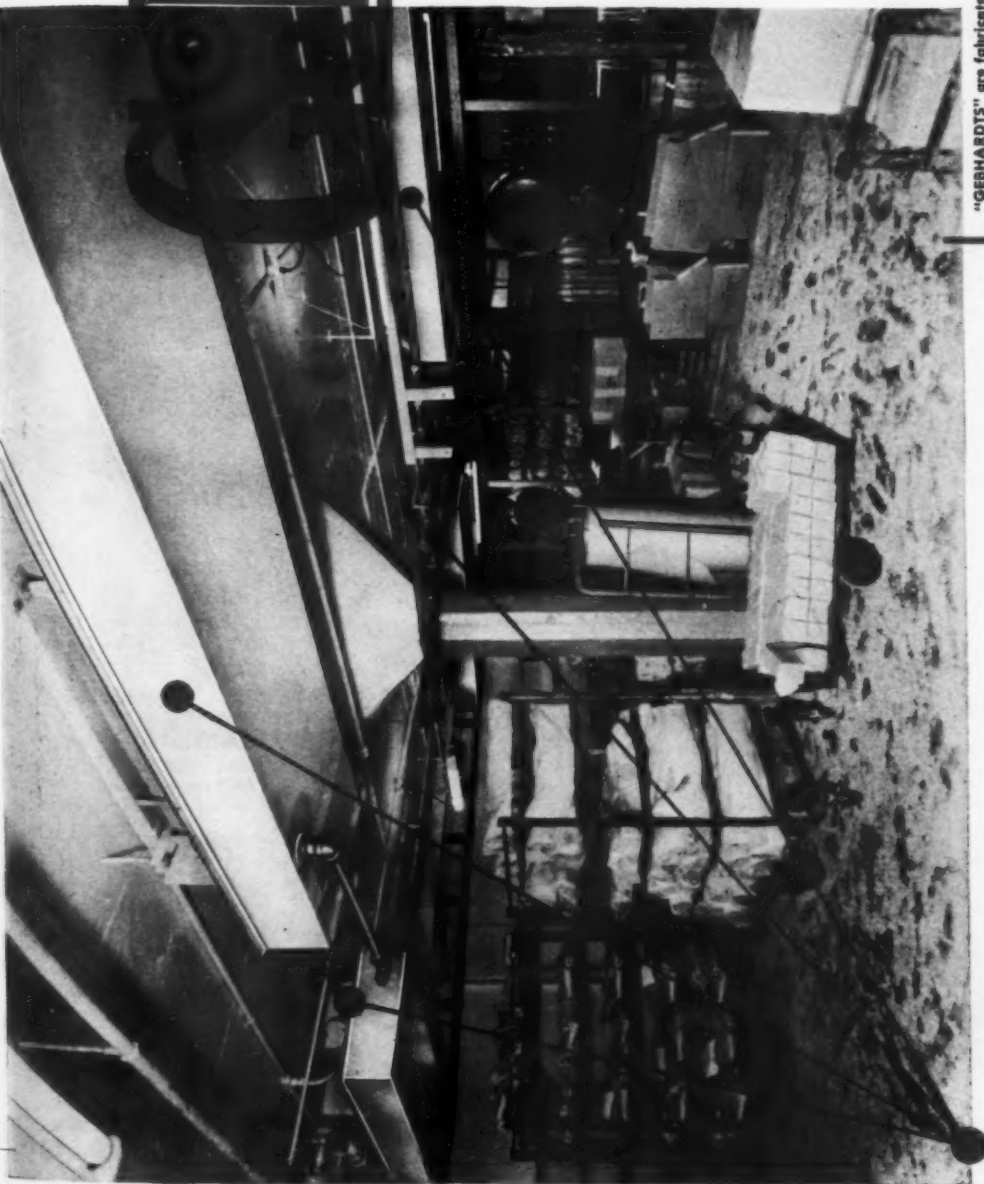
NOW — IMMEDIATE DELIVERY! Send today for the new Gebhardt catalog!



"GEBHARDTS" are fabricated of Stainless Steel (at no extra cost) to insure complete sanitation, clean-

The packing and shipping cooler above is equipped with GEBHARDTS refrigeration on the ceiling.

ADVANCED ENGINEERING CORPORATION





PAINT RIGHT THROUGH WET FILM WITH DAMP-TEX LIQUID PORCELAIN-LIKE ENAMEL

CHECK the following performance facts about this amazing enamel... then write us for complete details of our no-risk trial offer. (1) One coat of Damp-Tex covers. (2) Forces out moisture and dries overnight into porcelain-like waterproof film despite presence of moisture. (3) Sticks to wet or dry wood, metal, concrete, plaster and masonry. (4) Kills Rust, Rot, Dingo, Bacteria and Fungus*. (5) One gallon covers approximately 350 sq. ft. of porous surface, 450 sq. ft. of non-porous surface. (6) Will not check, peel, sag, soften or fade. No flavor-tainting odor. (7) Dries free of brush marks, may also be sprayed. Comes in colors and white.

* With Pre-Treatment.

FREE!

On the recommendation of the 4000 plants that use Damp-Tex, send for free descriptive folder K, also details of our offer to ship you a trial order of Damp-Tex absolutely at our risk.



STEAM TEST

Damp-Tex is unaffected by live steam common to many plants.



WASHING TEST

Constant moisture and repeated washings will not soften or in any way harm Damp-Tex.



FUNGUS TEST

Pre-Treated Damp-Tex will resist fungus, mold or mildew on the surface to be painted.



MOISTURE TEST

Water soaked bricks painted with Damp-Tex and dried in the sun prove the film will not blister or break.



CAUSTIC SOLUTION TEST

Two to three percent caustic washing solutions are not injurious to Damp-Tex Enamel.

ACID TEST

Damp-Tex is unaffected by lactic and other common food acids.



DAMP-TEX

THE WET SURFACE ENAMEL

STEELCOTE MFG. CO. GRATIOT at THERESA ST. LOUIS, MO.

D-e-e-e-licious!

The better food tastes—the better it sells. That's why it is so important to safeguard flavor, and that's why Stainless Steel equipment is being used in ever-increasing quantities in meat packing plants.

For Stainless Steel—strong, tough, long-lasting and permanently good looking—has the outstanding advantage of being inert in the presence of meat juices. Because it imparts no metallic taste to meat products, natural flavor is unaffected. Because its dense, hard surface gives no toe-hold to germs or bacteria and can so easily be kept spotlessly clean, it prevents contamination. Because it eliminates discoloration it avoids de-grading.

Protected by Stainless Steel in tables, benches, scales, pans, conveyors and cooking equipment, the goodness of your product—its wholesomeness, purity and above all, its taste—are maintained at top perfection. Waste is avoided, plant efficiency is improved.

We do not manufacture packing plant equipment, but we do supply leading makers of such equipment with the finest Stainless produced—U·S·S Stainless Steel.

This *perfected* Stainless is so uniform in composition, in finish and fabricating qualities that it allows the widest latitude in design and permits the use of the most advanced manufacturing techniques. The result—equipment that will deliver the utmost in performance. If you want that kind of equipment, make it a point to specify "U·S·S Stainless Steel" on your next order to your equipment manufacturer. It adds nothing to the cost—it can add years of greater satisfaction.

Remember—nothing equals Stainless Steel—especially if it's...

U·S·S STAINLESS STEEL

SHEETS • STRIP • PLATES • BARS • BILLETS • PIPE • TUBES • WIRE • SPECIAL SECTIONS



7-882

UNITED STATES STEEL

AMERICAN STEEL & WIRE COMPANY, Cleveland, Chicago & New York
 CARNEGIE-ILLINOIS STEEL CORPORATION, Pittsburgh & Chicago • COLUMBIA STEEL COMPANY, San Francisco
 NATIONAL TUBE COMPANY, Pittsburgh • TENNESSEE COAL, IRON & RAILROAD COMPANY, Birmingham
 UNITED STATES STEEL SUPPLY COMPANY, Warehouse Distributors, Chicago • UNITED STATES STEEL EXPORT COMPANY, New York

The National Provisioner—April 26, 1947

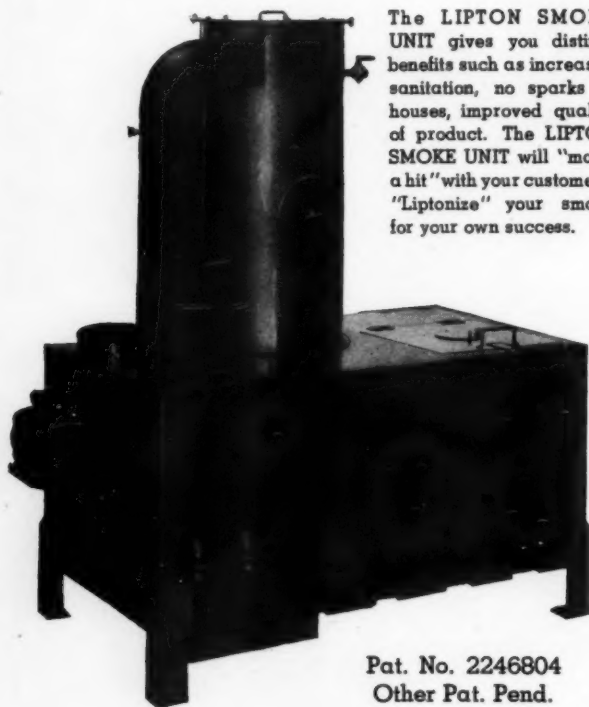
Page 33



The UNIT *that* "REVOLUTIONIZES the Smoking Process"

Says Jean Hanache, well known Chemist

Delivers revolving washed smoke and distributes heat and smoke evenly throughout the smokehouses . . . may be connected to several smokehouses . . . saves smoking time . . . gives better tasting products . . . pays its own cost in a very short time. The Lipton Smoke Unit is successfully working in many of the best known packing houses throughout the country and its value is proved by numerous repeat orders.



The LIPTON SMOKE UNIT gives you distinct benefits such as increased sanitation, no sparks in houses, improved quality of product. The LIPTON SMOKE UNIT will "make a hit" with your customers. "Liptonize" your smoke for your own success.

Pat. No. 2246804
Other Pat. Pend.

★ What our customers say and why the Unit pays its cost in a very short time:

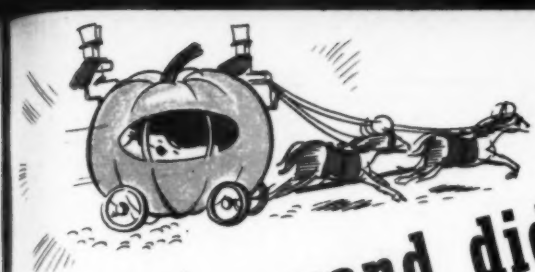
1. Elimination of fire hazard.
2. Sawdust bill cut in half.
3. No fuel cost—none used.
4. Delivered clean smoke at the rate of 500 cu. ft. per min.
5. Eliminated need for cleaning smokehouse walls.
6. Provided good circulation of smoke to all parts of house.
7. Permitted better temperature control and less shrinkage.
8. Saved materially on cleaning cages and trees, since no creosote was deposited on them.
9. Smoked products had better, more uniform color.
10. Eliminated streaking and spotting of product.

Write for details, prices and a new booklet or ask a representative to call.

MARTIN H. LIPTON CO., INC.

"The Lipton Smoke Unit"

32 TENTH AVENUE, NEW YORK 14, N. Y.



What the wand did

for Cinderella



*B. F. M. Seasoning
can do
for your wieners*



Economical Bake-Rite Pans
are sure winners in your
meat loaf department.
Samples free. Write today!

B. F. M. Natural Spice Wiener Seasoning in soluble form won't lower taxes or make this scrappy world one big, happy family ... BUT...it will make your wieners the best-tasting wieners you or your customers have ever eaten! Don't take our word for it. Order a trial drum today, and the first chopper of wieners will convince you that here, truly, is the way to win customers and influence appetites. You can't lose! If it's not the best wiener seasoning you've ever used, return the unused portion of the drum at our expense, and we'll refund your money. Don't write -- wire today, collect, of course!

B.F.M.

★ Basic ★

FOOD MATERIALS

806 Broadway
Cleveland 15

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cost

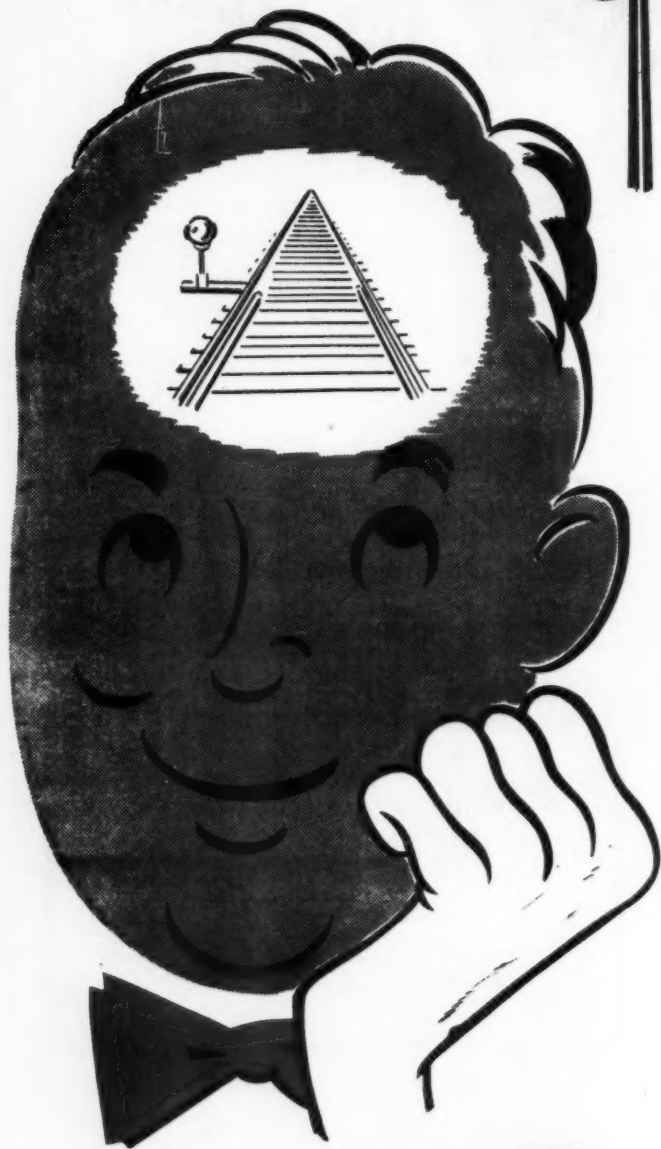
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Y.

26, 1947



We hope you have a one-track mind especially on the subject of minced ham



We hope all you think, plan and dream of is making the most delicious, most appetizing, and fastest-selling MINCED HAM possible. In fact, you want your minced ham to taste almost like baked ham... it'll be so *good*. And single-track-mind folks like you are the ones who need B.F.M. Country-Style Minced Ham Seasoning because it makes your minced ham all you hope it will be. Every slice is overwhelmed with luscious, "mouth-melting" flavor. And once sliced, its appetizing glow looks irresistible in meat counters. Folks want to buy your minced ham because it looks so delicious. Important too is this: Your minced ham looks fresh longer because B.F.M. Natural Spice Minced Ham Seasoning in soluble form is devoid of any impurities associated with ordinary, old-fashioned seasonings which discolor and hamper the appearance of your minced ham. Why make just a *good* minced ham... when you can make a *superlative* one with B.F.M. Minced Ham Seasoning?

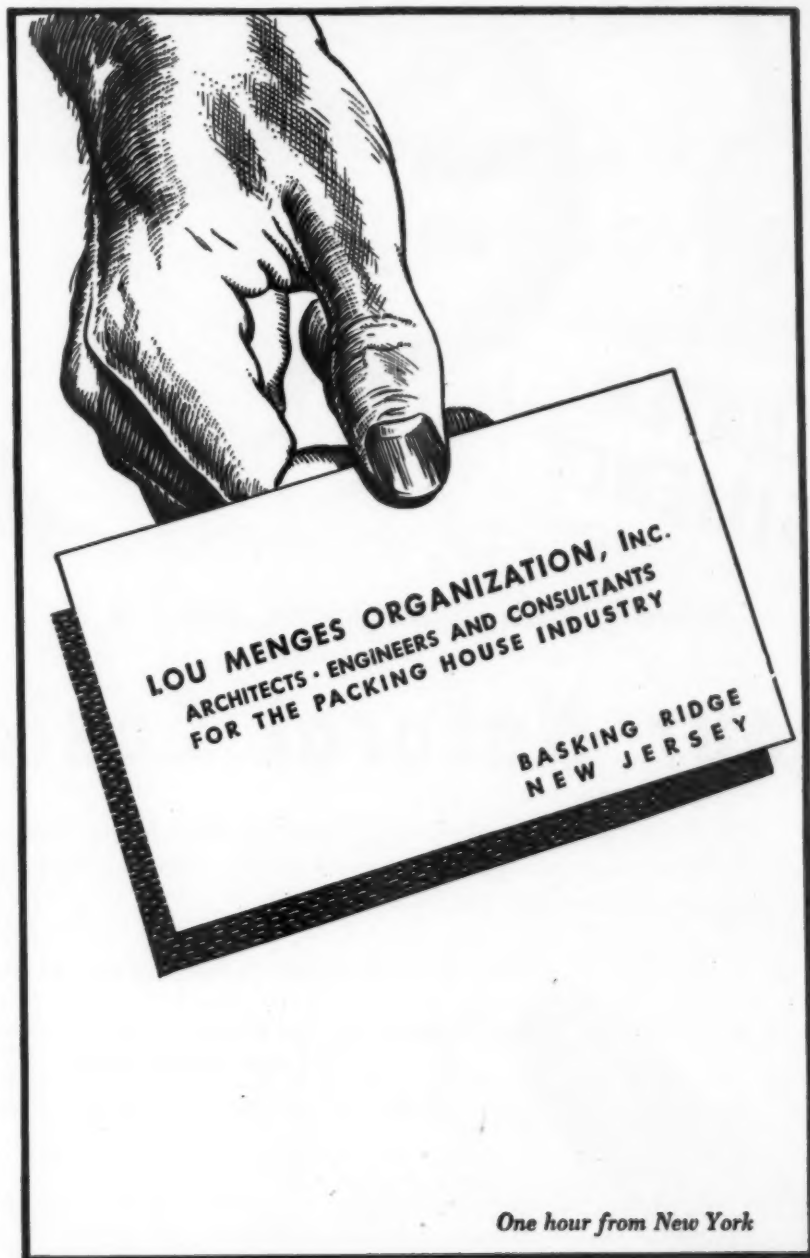
FREE TRIAL OFFER

Order a 100-lb. drum of B.F.M. Minced Ham Seasoning today. Use only 25 lbs. If it doesn't make your minced ham more delicious than ever, return the unused portion, collect, and we'll reimburse you for the entire amount. You can't lose! If you wish, we'll also forward, free, tested formulas.

IF IT'S USED FOR SEASONING MEAT
...We sell it!



Sales Offices in Principal Cities





Naturally, sausages look plumper, fresher in

Armour Natural Casings

The greater resiliency of Armour Natural Casings keeps them clinging tightly to the meat—gives sausage the plump, well-filled, appetizing appearance that means a plus in sales-appeal.

Put your sausages in these fine natural casings for:

<i>Appetizing Appearance</i>	<i>Inviting Plumpness</i>
<i>Finest Smoked Flavor</i>	
<i>Protected Freshness</i>	<i>Utmost Uniformity</i>



ARMOUR
AND COMPANY



NIMPA KEEPS EYE ON GOVERNMENT BUT OPERATIONS GIVEN EMPHASIS

NIMPA will continue to fight for the American way of life which has made our country great for this is the only hope for America and for the world.

This theme was announced at the opening session of the sixth annual meeting of the National Independent Meat Packers Association, held at the Morrison hotel in Chicago, April 16 to 18, by Wilbur La Roe, jr., the association's general counsel. It was reiterated over and over by subsequent speakers who opposed the continuance of any wartime governmental controls and all unnecessary regimentation and bigness in government. La Roe demanded fair dealing between government and business and the adoption of policies which encourage maximum production and the high standard of living which our system of government has produced in the past.

An indication of the increased scope of NIMPA's activities during the past year was apparent in the report of President A. B. Maurer. He noted that the association is working on a plan to foster trading between members and is setting up an agency to purchase products for members at a saving. A public relations section has been established to cooperate with associated groups, such as producers and retailers. Arrangements have been made whereby NIMPA members may have test work carried on for them in the laboratories of some of the state colleges of agriculture.

The registration at this year's meeting of 1,056 was slightly above last year's record total of 1,009.

The Association elected W. G. Mueller, jr., president of the American Packing Co., St. Louis, Mo., as president for the 1947-48 year. He served the past year as vice president of the midwestern division. A. B. Maurer, Maurer-Neuer Corp., Kansas City, was elevated to the position of chairman of the board. W. C. Codling, vice president, Albany Pack-

ing Division, Tobin Packing Co., Albany, N. Y., was named first vice president, and H. Neuhoft, jr., president, Neuhoft Bros. Packers, Inc., Dallas, Tex., treasurer. C. B. Heinemann, sr., was retained as executive vice president, secretary and assistant treasurer, and Wilbur La Roe, jr., as general counsel. A complete list of officers and directors appears on another page of this issue.

In response to suggestions of members in some of the northwestern states, a new division was created, to be known as the northwestern division.

The outstanding feature of the 1947 convention was the exhibit of packinghouse equipment and supplies. The Mural room, where the exhibits were located, was the center of convention activity between the morning and afternoon sessions and in the early evening hours. Packers and sausage manufacturers were able not only to view new packinghouse equipment but also to observe actual demonstrations of much of this equipment in use. The booths were well staffed by competent representatives of the more than 50 firms participating who were willing to explain the equipment to packers and to discuss their own operational problems with them. For photographs of exhibits, see pages 89, 93, 97, 101, 105 and 109, and for pictures of other activities of equipment manufacturers and industry suppliers, see later pages.

Besides having an opportunity to observe many new items of equipment designed to increase the efficiency of the packing plant, conventioners were able to hear a number of authorities speak on a wide range of packinghouse operations—such subjects as livestock producer relations, tax problems, advertising and the latest method of processing of fats and oils. In addition, open forums on small packer hide price differentials and on federal meat grading proved of intense interest to NIMPA members attending the sixth annual meeting.

NIMPA — Session I

AFTERNOON, APRIL 16
Officers and Divisional Vice
Presidents Give Reports

THE first session of the sixth annual meeting of the National Independent Meat Packers Association was held in the Morrison hotel on April 16, 1947, and was called to order with president A. B. Maurer presiding.

A. B. MAURER: I am very happy to be able to be here and officiate at the opening of our sixth annual meeting. Although OPA is gone, our problems, I think, have only changed in direction. Many of us are confronted with things almost as difficult as determining how to get along with OPA.

I think you will be interested in knowing that our association now embraces 735 regular members and 141 associates in every state of the union. We have recently acquired a member in Rhode Island, thus making 47 become 48. Our association has enjoyed constant growth and there has been a great deal of fraternization between members which, I believe, will lead to its perpetuation.

In a report of this kind from a retiring president it is entirely possible to be redundant. Mr. La Roe will give you a complete report of the action that has been taken in the past year by the board and the association in general. I am sure that you are more anxious to hear from him than from myself. I would, however, like to speak for a few moments about some of the things that have occurred during the past year and some of the things that are likely to occur in the future.



A. B. MAURER

Consumers Dictate Prices

A short time ago I was talking to some newspapermen and I was asked a question, to which I hope I replied in a manner that will be satisfactory to you. The question was: "Will your association take any action on the request of President Truman to lower prices?"

My reply was that such action under a free economy in our type of industry was automatic, and that the housewife today, by her resistance to high prices, is forcing back the prices of retail cuts. This is reflected in lower wholesale prices and lower prices of livestock. However, since our supplies have not kept pace with demand, the excessive desire of many packers to maintain their position in the trade has kept the livestock prices at levels that are not reflected by wholesale cut prices. This has been particularly true in the last several weeks and most of you are quite familiar with the situation. In other words, we are contributing toward what

I think is a sound and healthful economy by going along with wholesale meat prices when our margins are very low or non-existent. Although this process may be painful, it is only an interim period. I think the only method by which we can produce a healthy meat business, where products move freely and are accepted by the housewife in an easy manner, is this one.

Last January the board of directors held a meeting. At that time there was some discussion about the perpetuation of NIMPA. Some members were concerned with our ability to maintain membership after the demise of OPA. I, personally, have never been much concerned about this point. When I first came into the association I felt I had found my niche. It was possible to say what I thought in an association that was friendly. I have belonged to similar organizations in years past and I felt like an outcast since I was treated in a cool and unfriendly manner. I hope that my feelings are the same as yours—that when you come to our association meetings you are welcomed and are permitted to speak freely at any time of your opinions, your desires and of your hopes.

This association is democratic, insofar as it is possible to make it so. To further the aims of our association we have made some recommendations which

time to set it up completely and to get it into operation smoothly. It has, however, been started and Mr. Heinemann tells me that he has been much more encouraged during the last few weeks than when he started. Each of you owners should send the name of your purchasing agent to Mr. Heinemann so that information in regard to purchases through NIMPA will be available to the agent.

Public Relations and Labor

We have set up a public relations section. The activities in this section are to include cooperation between other groups, such as producers and retail associations. To further that activity, I went to Fort Worth about a month ago to address the Southwestern Cattle Raisers Association. I can assure you that they were most friendly and happy to hear from us.

The board also requested formal recognition by the National Live Stock and Meat Board. We have told you members that unless we receive recognition from the National Live Stock and Meat Board not to make any further contributions to that agency.

We have a section taking care of labor regulations. Mr. Heinemann has sent out bulletins to you requesting information concerning labor contracts



FIVE PAST PRESIDENTS OF NIMPA LINE UP FOR PICTURE

The five past presidents of the association, who have built NIMPA from a small beginning, are pictured while waiting for a general session to start: George A. Casey, president of John J. Felin & Co., Philadelphia, Pa., and first NIMPA leader; F. M. Tobin, president, Tobin Packing Co., Rochester, N.Y.; George L. Heil, jr., vice president of Heil Packing Co., St. Louis, Mo.; Earl Thompson, president, Reliable Packing Co., Chicago, and A. B. Maurer, Maurer-Neuer Corp., Kansas City, Mo.

are now being carried out and on which you have already been informed.

We are attempting to foster trading between members. This is not for the exclusion of any broker or brokerage agency because that has nothing to do with it. We want to foster the feeling of mutual friendship and cooperation that can result from trading and sales between ourselves.

We are setting up an agency to purchase products for you at a saving. This program will take a great deal of

so that such information can be interchanged freely. Unfortunately, not very many of you have replied. I think that any information you get by this interchange will be very valuable.

We have set up a section covering testing laboratories whereby you may receive information concerning your products by sending samples to the laboratories in your immediate area.

We were all instrumental in helping the situation in regard to heavy winter hides. Unfortunately, heavy hides are

still selling very poorly. Of course you realize that the hide situation today is very unusual from the angle of the Hide Exchange. Originally the Exchange was set up to act as a buffer. At the present time the Exchange is operating without the benefit of much packer use. In other words, the packers are not selling their winter hides on the Exchange because the Exchange levels have been below those of the spot market. That situation, however, should clarify itself shortly. I believe the removal of export controls will materially help the heavy hide market before too long.

Last evening we started toward the development of a mutual insurance company belonging to you people for the mutual benefit of the members. The board has authorized Mr. La Roe, in conjunction with an insurance expert, to set up a plan to be presented for future acceptance or rejection. The combined insurance purchasing power of this enormous industry could be used to your advantage. If this can be done successfully, I think it will be one of the most important moves that we have made since our inception.

Large Insurance Savings

A few of you realize the tremendous savings that large packers and large units of any industry make in insurance purchasing. It may interest you to know that in one particular segment of the insurance section of our industry, savings have been made, by proper purchasing, of as high as 80 per cent in premium value, with sound coverage and with perfect claim paying ability. We cannot tell you that one plan will save you 80 per cent, but we do say that we are trying to produce a saving in the proper manner as soon as such a program is feasible.

In closing I want you to know that it has been a great pleasure for me to serve as your president during the past year.

R. A. McCarthy, NIMPA treasurer, then presented a report showing the association's financial situation as good with a sizable surplus and a balance of current income over current expenses.

A. B. MAURER: I would now like to present Wilbur La Roe, our association's general counsel.

COUNSEL LA ROE SCANS GOVERNMENTAL TRENDS

WILBUR LA ROE: A great deal of water has gone over the dam since our last meeting. Conditions throughout the world have taken on a complexion that may well cause concern to any thinking man. Not everyone appreciates the profound significance of President Truman's statement to Congress on Turkey and Greece. That statement was not, of course, a threat of war but it was, to say the least, a very clear indication by our government that it will not stand for the spreading of communism, and also that it is determined to "contain" Russia within a definite boundary. If Russia decides not to be contained I know of no alternative to war. In addition there is absolutely no possibility of reconciling the Russian ideology with ours. Abraham Lincoln once said that our nation cannot endure half slave and half free. The same thing is true of our world.

For better or for worse we are pledged to the principles of the charter of the United Nations and we therefore cannot tolerate any system under which there is no freedom of speech, no freedom of religion, no real right to vote, no free press and a secret police which spies on every citizen and insures liquidation of every man, whether priest or layman, who dares to say a good word for democracy.

The issue is being drawn with painful clearness between the half of the world that is communistic and the other half of the world that is democratic. It takes a great deal of faith to believe that the United Nations will be able to bridge the gap between these two widely conflicting ideologies. And yet there are hundreds of millions who feel that in the United Nations lies their only hope. He is indeed a prophet who knows what the future has in store for ourselves and the world.

I do not wish to lay undue emphasis on the Russian situation, but it is so prominent in my thinking and in the thinking of the leaders in Washington that it cannot be ignored. Our statesmen know full well that the major premise upon which Russia relies is that

there is no room in this world for both communism and democracy. Our leaders are inclined to accept the challenge that is implied in that statement, and while there is general hope that the United Nations can in some way insure a peaceful world, that hope is accompanied by a great deal of pessimism which is based on the conviction that Russia has no intention of cooperating with the democracies and that she will, by the use of the veto power and otherwise, do everything she can to prevent the principles of the charter from being implemented. Equally important are the Russian methods which do not stop short of spying and attempts to bring about revolutions in other countries. As much as I regret it I can see no real hope of world peace so long as Russia continues to maintain her basic assumption that democracy is in itself an evil and that Russia must do everything within her power, legitimate or illegitimate, to upset the democracies. No system of world cooperation can work on any such basis.

General Communist Attitude

The general communist attitude is well illustrated by a recent incident which, in my opinion, is highly significant although it has not received much publicity. A committee was appointed by the United Nations to inquire into the border situation in Greece with particular reference to the cause of communist uprisings on the border between Yugoslavia and Greece. Yugoslavia was requested to advise what her policy toward Greece was with a view, of course, to determining whether she might be in part responsible for the uprisings along the border. Her reply to this committee of the United Nations was that it was none of their business. This is a typical attitude and it does not augur well for the smooth functioning of the United Nations. It makes no difference how excellent the machinery of a world organization is if a spirit of distrust, disloyalty and hatred underlies the machinery.

Meanwhile the unsettlement of the world threatens to affect business conditions in the United States and is indeed already affecting them. The picture is not a pretty one. Germany is so broken that it will take many years to rebuild her. France is controlled by communists. England, that Gibraltar of democracy, is weakening ominously—almost so much as to raise the question whether she can rank as a major power. Austria has been stripped bare. Hungary is waging a battle for freedom. Poland is already controlled from Moscow, as are also Bulgaria, Yugoslavia and Albania. Italy, Greece and Turkey stand at the edge of an abyss into which they will plunge unless we help them. China is so torn that nobody can predict its future, with our aid withdrawn. Korea is cut in two. Japan has been flattened out. Spain and Argentina are under fascist domination which is not a great improvement over communism. India faces the most critical period in her whole history;



**FAMILY GROUP
PHOTOGRAPH**

C. B. Heinemann, sr., executive vice president and secretary of the National Independent Meat Packers Association (center) poses for a special picture with his sons **Frank Heinemann** of NIMPA (left) and **C. B. Heinemann, jr.,** secretary of the American Stockyards Association and Washington, D. C., representative of *The National Provisioner*.

Palestine is a hot spot of turmoil and confusion. It may also be truthfully said that the only nations on this earth that have any power to protect democracy are the United States, Canada and Australia.

Big Government Tendency

Those of us who are constantly on the Washington scene are perpetually disturbed by the tendency of government to enlarge itself. It is so easy to establish a new government department and so terribly hard to get it terminated when the reasons for its establishment have ended. Wartime controls have a very strong tendency to extend themselves indefinitely into peacetime periods and right now bills are being introduced which would have the tendency to make big government still bigger. There is no adhesive known to mankind that is more powerful than that by which bureaucrats stick to their jobs.

We have the proposal to expand the Social Security program but, in addition, a Republican representative has introduced a new bill to establish the Office of Power Administration, and a Democratic representative has introduced a bill to establish a Water Pollution Advisory Board. A Republican senator has introduced a bill to create a new Department of Peace. A Democratic senator has introduced a bill to establish a Federal Transportation Authority. All of these bills, if enacted, would make a big government still bigger. Medical authorities will tell you that the peculiar characteristic of cancer is its tendency to keep on growing indefinitely. The federal government has the same tendency. Senator O'Mahoney, who is a genuine foe of big government, said nearly three years ago:

"Policies are no longer being planned and carried out by the people or their representatives, but through executive order by employees of the executive arm of the government . . . Secrecy . . . stamps the whole procedure . . . Executive orders have even set aside the courts and the citizen's right of judicial appeal . . . These things . . . are dangerous because they are setting the pattern for our future. That is the pattern of arbitrary power, the characteristic mark of totalitarianism . . . it is the road to national socialism where such



A GIRL'S-EYE VIEW OF NIMPA REGISTRATION DESK

Typists had to work fast to keep abreast of the large number of registrants who thronged to the Mural room desk throughout the opening day. This group handled the bulk of the registration prior to the first general session.

arbitrary concentrated power becomes the master of the people."

Along with the tendency toward big government goes the tendency toward bigger and bigger business. The danger to small business from gigantic corporations is a very real danger. I quote a paragraph from a letter recently received from one of NIMPA's members in the state of Pennsylvania:

Squeeze of Big Business

"The independent meat packing industry is every day beginning to feel the squeeze of the large packers more and more. One large packer's branch house reportedly has lost \$1.85 per cwt. on its beef operation. Such a drain on the capital of an independent packer can eventually lead to ruination of the independent industry with consequent increases in unemployment and a further strengthening of the monopoly of the big packers."

CENTRAL DIVISION GROUP AFTER ANNUAL MEETING

Central division members are pictured after their yearly meeting held in the Roosevelt Room. All of the division sessions were held on April 15 or 16.

I am glad to say that NIMPA, in helping to put an end to OPA, was able to reduce somewhat the size of a top-heavy government.

Having spent countless hours trying to find my way through the unending labyrinth of Washington bureaucracy I can sympathize with the Congressman mentioned in an article in *Time*. The Congressman phoned CPA to get information about the premium payment program on a certain building material. He was referred to Mr. Martin who referred him to Mr. Rennick who told him he could get the information from Mr. Dell who informed him that the desired information was in the possession of Mr. Manning who referred him to Mr. Guth who told him that the premium payment program on the commodity had been terminated. In my early days I saw the ball thrown with deadly aim from Tinker to Evers to Chance, but it is only in Washington bureaucracy that you can see the ball tossed from Smith to Martin to Rennick to Dell to Manning to Guth. But one finds consolation in the fact that one more control has been terminated.

The effect of unsettled world conditions on our own commerce may be illustrated by the near monopoly which Argentina has had in the control of



hides and the enjoyment of high prices on hides. This is another example of government clinging to war controls long after the end of the war. Our government saw fit to discriminate against American producers of hides in favor of foreign producers by issuing an arbitrary decree to the effect that we might not export hides except in such extremely limited quantities as the government might permit. The quota for hide exports for the month of March was only 45,000, of which 25,000 had been imported by tanners, leaving a net of only 20,000 hides to be exported, which is merely a drop in the bucket. Meanwhile our competitors in Argentina were enjoying prices far more than 50 per cent higher than our domestic quotations. This situation was the more anomalous and the more unjustifiable because the effect of it was to continue price controls on hides although Congress had made clear its desire to get rid of price controls on animals and products.

Well, we made an issue of this hide matter before the Office of International Trade and we obtained a hearing at which we were brought face to face with the shoe and leather interests who were largely responsible for the continued controls. We forced them to admit that there was a large surplus of heavy hides, that heavy hides were "backing up" badly, and that they did not want to buy heavy hides. When we offered to sell them heavy hides there was an ominous silence—they did not want to buy. At this hearing we drove the shoe dealers and the tanners into a corner so far as heavy hides are concerned, and our factual case against them was so conclusive that within a very few days after the hearing the government announced the termination of export quotas on heavy hides. This victory was gratifying not only because it gave relief to our members but because once more we succeeded in breaking down unnecessary regimentation. The price of freedom is eternal vigilance.

Withholding of Subsidies

The manner in which the government has withheld the subsidies due packers for slaughter during September and October, and the proposal to reduce subsidies based on the inventories of October 14, 1946, constitute one of the most extreme examples of unfairness in the history of price control. Nothing could be more shocking to an American than a proposal to change the rules after the game has been played; but that is exactly what the government has done in this matter. Throughout price control the government maintained maximum prices which were below the cost of production. In order to make their prices comply with the statutory requirement that they be fair and reasonable, they established the subsidy program.

Now that the game is over they propose to reduce the subsidies paid with the result that our members were subjected to unfair maximum prices and



LADIES ENJOY ATTENDING CONVENTIONS, TOO

Wives and daughters of NIMPA members registering on the first morning of the convention. Many attended the special luncheon in the roof bungalow the same day.

are deprived of subsidy payments necessary to make them whole for their operations under price control. The proposal is particularly unfair as to the period September 1 to October 14. Many of our members suffered inventory losses when price control was reimposed effective September 1 and many of our members held to the OPA level of prices after October 14 until their inventories were exhausted and higher prices were compelled by the increased cost of livestock. The proposal of the government to reduce the subsidy payments for this period will ignore both the inventory losses on September 1 and the level of prices charged after October 14. The proposal is based on the proposition that after October 14 packers were free to charge higher prices and that subsidies should not be paid on meat in inventory which would be sold without price control. This proposition has a superficial appeal but it ignores entirely the fact that the packing industry generally suffered substantial losses in operations under price control between September 1 and October 14. The OPA prices were inadequate during this period to provide our members with the costs of production. When any part of the subsidy due for slaughter during this period is withheld, the result is to increase the losses of the industry and to deny to our industry the generally fair and equitable prices to which we were entitled during this period of price control.

I strongly recommend that I be authorized to test in court the legality of the government's action in refusing to pay the full scale of subsidies for operations during September and October. Such a suit can be brought as soon as the government has made the deductions for meat in inventory on October 14. The best test case will be one in which we are able to show that the companies suffered operating losses during September and October and where we can show that these companies maintained OPA prices after the termination of price control until inventories were exhausted.

We have sought by every means available to us to overturn the policy of the government to recapture the subsidies due on inventories. When the matter first became active about two months ago we had a general conference with the Office of War Mobilization and Reconversion. This conference was widely reported in the trade papers. However, the government persisted in its policy and about a month ago held in Chicago a meeting with industry representatives at which a questionnaire to be sent to all packers was discussed. Industry representatives were able to find many faults with the proposed questionnaire and the manner in which it would determine the inventories on hand at the end of business October 14. A further conference was held in Washington on April 8. The form of questionnaire and the manner of calculating the inventories provided in the revised questionnaire reflected substantial improvements. However, I must say to you frankly that most of our members will, I am afraid, feel like throwing up their hands when they see the elaborate form of the questionnaire and the 14 pages of instructions which accompany it. I must instruct you to do your best in filling out this questionnaire because under the regulations of OWMR and RFC anyone who does not file his return to the questionnaire within 90 days thereby forfeits his claim to the September and October subsidies. Legally it will be necessary for every company to file a report if it is to protect its claim for the subsidies.

Hope for Small Inventories

The government has promised to give consideration to those cases where packers are able to show that the inventory on hand at the end of business October 14 was negligible. Where a packer is able to show that his inventory of meat was negligible it is hoped that the government will pay the subsidy due without requiring him to fill out the elaborate questionnaire.

The social security snowball that is

rolling up in Washington is enough to cause the businessmen of this country a great deal of concern. I looked into it when I received a letter from J. E. O'Neill asking that the present premium rates of 1 per cent and 1 per cent be continued. When I looked into the matter I was astounded by the difficulties involved from a democratic viewpoint. It seems to me that it would be very dangerous to build up a financial reserve almost equivalent in size to our national debt. I am informed that if the original rates contemplated by the Social Security legislation were put into practice the money resulting from the premiums would, before many years, build up to a fund that would approach \$200,000,000,000. It must be apparent to any thinking man that there would be grave danger in piling up in Washington a reserve so tremendously large. It would be a constant temptation to the Townsendites and other radical groups, if not also a temptation to Congress itself, and I seriously raise the question whether the billions so piled up would ever be used for the intended purpose.

Better Way Being Sought

For this reason serious thought is being given to the whole question of social security by some of the leaders in Washington with a view to determining whether statesmanship can find a better method of dealing with social security than by piling up a tremendous and dangerous reserve. There is a strong feeling that the present rates of 1 per cent and 1 per cent should not be increased pending further study of the whole problem, especially since wages have increased so much during the past year or two that there has been a 34 per cent increase in the rate at which the fund is building up without any increase in the rate of premium. I have been working rather closely with the National Association of Manufacturers on this whole question and I am glad to be able to convey to you their conviction that present rates will be frozen for the next year. Let it be clearly understood that the present rates will not accomplish the results intended by the legislation because the mathematics of the situation cannot be denied and the minimum of 6 per cent average premium is required on an actuarial basis to accomplish the legislative purpose and it is of this huge sum that I am afraid from a democratic viewpoint.

I would make it very clear to you that the Social Security Board fully intends to have a greatly expanded program of social security carried out, even though it is well known that Congress feels otherwise. In its eleventh annual report to Congress the Social Security Board recommends a federal health insurance program as an absolute necessity under which the security fund would cover the expenses of doctors, nurses, hospitals, medicines and other items connected with employee disability. The program would be financed by taxes on employers and employees.

A Few of the Lighter Moments During the Meeting

1. Left to right are Byron Getzoff, superintendent of sausage division, Golden Oak Packing Co., Chicago; Sam Rabinowitz, treasurer, Colonial Provision Co., Boston; Ray J. Seipp, president, Ray J. Seipp & Co., Chicago, and L. T. Wagenbrenner, president, Asman Packing Co., Marysville, Ohio.
2. Among the Bay State packers in attendance were (left to right): Leo Spayde, general manager, and J. M. Crandall, credit manager, Rosevale Packing Co., DeWitt, Mich.; R. D. Stearns, vice president, and T. O. Jones, general manager, Peet Packing Co., Chesaning, Mich., and O. L. Biergans, Rosevale Packing Co., DeWitt, Mich.
3. Seemingly unworried by subsidy reclaim are (left to right): Cletus P. Elsen, cost accountant, E. Kahn's Sons Co., Cincinnati; D. H. Burke, cost accountant, Tobin Packing Co., Fort Dodge; Joel Freedman, secretary, Abraham Bros. Packing Co., Memphis, Tenn., and Bill Cook, cost accountant, Wm. Schludenberg-T. J. Kurlde Co., Baltimore, Md.
4. Three Tobin Packing Co. executives snapped in meeting hall are (left to right): Fred J. Clark, vice president, Fort Dodge, Ia.; H. Rumsey, vice president, Rochester, N.Y., and Frank Perkins, sales manager at Fort Dodge.
5. In a jovial mood are J. E. McDougall, assistant general manager, Peters Meat Products, Inc., St. Paul, Minn.; C. W. Matson, Merck & Co., Inc., Rawleigh, N.J., and O. D. Erwood, cost accountant, Tobin Packing Co., Rochester, N.Y.
6. Chatting prior to a session are Joseph Frankel, secretary, National Packing Co., Cincinnati; J. H. Weingarten, Triangle

Meat Distributors, New York City, and T. J. Enright, provisions manager, and A. T. Spencer, vice president, Wm. Davies Co., Inc., Chicago.

7. Commenting on the loopy pork market are: (l. to r.) Ed Nolan, editor, *The National Provisioner Daily Market Service*; Richard Rezanka, vice president, Miller & Hart, Chicago; Robert S. Scott, vice president, Home Packing Co., Terre Haute, Ind., and H. Clay Hudson, E. G. James Co., Chicago.

8. In a relaxed mood are J. L. O'Neill, *Chicago Packer*, Chicago; Harry L. Sparks, president, Harry L. Sparks & Co., National Stock Yards, Ill.; D. F. Casey, National Meat Brokerage & Market Service, National Stock Yards, Ill.

9. The gentlemen from Ohio are George L. Heine, treasurer, and J. W. Fink, president, Fink & Heine Co., Springfield; W. H. Pratt, assistant secretary, and M. C. Petrovich, secretary, Galat Packing Co., Akron.

10. (Seated) Lonnie Ruff, Morrilton Packing Co., Morrilton, Ark., newly elected NIMPA director; W. F. Dixon, secretary of the Dixon Packing Co., Houston, Tex., reelected NIMPA vice president; Chris Finkbeiner, Little Rock Packing Co., Little Rock, Ark., reelected NIMPA director, and standing, Wilbur La Roe, general counsel of NIMPA.

11. Attending from the Queen City were: R. J. Tepe, Mrs. George Doerr, Joanne Doerr, and George Doerr, president, all of the H. F. Busch Co., Cincinnati.

12. Mrs. F. E. Wernke, wife of the president of the Louisville Provision Co.; Carl Schwing, Cincinnati Butchers' Supply Co., and Mrs. Schwing.

Furthermore the Social Security Board would expand the coverage of the present law so that it would apply to employers of one person or more instead of eight persons or more. The board would also increase old age insurance so that it would cover the self-employed, domestics, agricultural workers and state and federal employees.

There is every indication that this widely extended program will not receive the approval of Congress and that existing rates will be frozen at least for another year.

Current Agricultural Problems

Chairman Clifford R. Hope of Kansas, head of the House committee on agriculture, has announced very important hearings beginning April 21 on the long range agricultural program of the United States. These hearings will be of tremendous importance and are bound to have some effect, direct or indirect, on the meat packing industry. Among the subjects to be considered will be:

Support prices and price relationships; the revision and application of parity to farm commodities; marketing and distribution research including the development of new markets for agricultural products; the improvement of nutrition and upgrading of the diet;

international trade and expanded world consumption of agricultural products; conservation of our soil, forests, and other agricultural resources, and improvements in the standard of living in rural communities.

Consideration should be given at this convention to the question whether NIMPA should participate in these hearings and, if so, along what lines.

It is nothing less than amazing how bureaucracy can influence our agricultural economy, even to the extent of depriving meat packers of live animals. There is no doubt in the world that the recent shortage of hogs was mainly due to the government policy of discouraging hog production. A planned economy can make worse distortions and create more scarcity than a free economy. What is needed now is to leave the farmers free to produce hogs and stop discouraging them. In some measure this result has already been accomplished and the results will begin to appear next fall in the form of hogs produced without bureaucratic assistance.

We have had a number of inquiries about the right of a meat packer who does not have federal inspection to use the terms "Jones' Choice Beef," "Jones' Good beef," etc. The answer to all such questions is that while the federal



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grading service has no right to claim the exclusive use of such terms as "Choice" and "Good," nevertheless it does have a clear legal right to protect the public against the impression that meat from non-federally inspected plants has been federally inspected. A non-federal plant has no right to observe practices, the net result of which is to give the impression of federal grading. This false impression is likely to be given if the marker is of the same roller type as that used by the federal government, especially if the ink used is of the same color. Many packers have avoided this difficulty by substituting the word "Fancy" for "Choice" or by distinctive markings which clearly avoid the impression of a federal stamp. I have been under the necessity of informing my clients that they should be absolutely fair in avoiding the impression of federal markings where their plant is a non-federally inspected plant. The question narrows down in almost every case to the simple proposition of whether the public is likely to be misled.

Labor Legislation

I am happy to report that there is good prospect of substantial labor legislation along the lines recommended in NIMPA's representations to Congress. This is a big subject, and I cannot do justice to it in a few minutes except by summarizing a few high points which I shall do by refreshing your minds as to the principal points which we laid before Congress and my prediction as to the problem.

It was gratifying to me that we were able to recommend to Congress that the rights and liberties of workers, as well as their health and safety, should be protected and that their freedom to work or not to work should be safeguarded and that they should be protected against unjust discrimination and against unreasonably low wages. NIMPA is too big an organization and enjoys too prominent a part in the national picture to be a labor baiter.

However, I am equally gratified that we were able to insist that ours is a government of law and that no group of men can be permitted to take the law into their own hands or seek to accomplish their ends by violence. We told the Congress that to the extent that we have excepted labor from this basic principle we have followed a very dangerous path. There is nothing about labor that should exempt it from the orderly conduct which is expected from every other group in a democracy. Government itself will fail if violence is substituted for law. We, therefore, asked Congress to prohibit violence, to make sure that no strike is authorized unless approved by 75 per cent of the employees of the particular plant and that a cooling-off period of 90 days should be required. We added that communists should be barred by law from labor councils. I believe that the new legislation will go a long way toward preventing violence and requiring a cooling-off period.

Twos and Threes Talk Over the Packing Business

1. Three representatives of Reliable Packing Co., Chicago, pose for the NP cameraman: Harry Oosterhuis, sales manager; Ivan Jacobsen, secretary, and R. W. Unwin, superintendent.
2. S. R. Davidson, secretary-treasurer, Banfield Bros. Packing Co., Fort Smith, Ark., and R. C. Banfield, president, Banfield Packing Co., Tulsa, Okla., have a talk with NIMPA counsel, Arthur L. Winn in meeting hall prior to first general session on Wednesday afternoon.
3. Two gentlemen from the South, A. R. Wallin, secretary-treasurer, Longino & Collins, New Orleans, and J. J. Busa, vice president, Southwestern Packing Co., Harlingen, Tex., smile for the photographer.
4. Two young meat industry executives: John R. Humphrey, jr., secretary, Henry Fischer Packing Co., Louisville, Ky., on the left and Chris Finkbeiner, vice president, Little Rock Packing Co., Little Rock, Ark.
5. Herbert J. Smith, purchasing agent, A. E. Clark, sales manager, and Louie Hanrahan, all of Bookey Packing Co., Des Moines, Ia.
6. A. C. Isch, vice president, the C. A. Linaker Co., McGehee, Ark., chatting with C. K. Crocker of Oscar Mayer & Co., Chicago.
7. Allen Braun and Richard Moyer, of Braun Brothers Packing Co., Troy, O.
8. Marhoefer Packing Co. of Chicago and other points was represented by John Marhoefer, president, Charlie Pucks, general production manager, and John Hartmeyer, vice president.
9. W. W. Wilson, manager, O. K. Packing Co., Tecumseh, Okla., and A. K.

Mackey, Oklahoma National Stockyards Co., Oklahoma City.

10. Charles Isecovitz and Alfred V. Zammataro, both packinghouse brokers of New York city.
11. Three Indiana packers: Homer Carl, secretary and manager, Huntington Packing Co., Huntington; L. G. Parrot, vice president, and W. F. Parrot, production manager, Parrot Packing Co. of Fort Wayne.
12. Robert T. Lay, sales manager, and Ira V. Lay, jr., Lay Packing Co., Knoxville, Tenn.
13. W. W. Brown, secretary-treasurer, Great Falls Meat Co., Great Falls, Mont., was accompanied by Mrs. Brown.
14. Leonard H. Woods, president, Galesburg Order Buyers, Galesburg, Ill.; R. J. Colina, Kennett-Murray & Co., and Albert R. Hostetter, also of Kennett-Murray & Co.
15. Al Scheidhauer, sausage superintendent, and Dale E. McCarty, president, Flechtner Bros. Packing Co., Inc., Fostoria, O.
16. George H. Dunlap, jr. and E. W. O'Reilly, of George H. Dunlap, Jr., Co., Chicago.
17. O. H. Johnson, sales manager, Grand Rapids Packing Co., Grand Rapids, Mich.; and Paul H. Murray, general manager, and E. O. Nichols, office manager, Murray Packing Co., Plainwell, Mich.
18. These jovial gentlemen are J. Henry Heil, partner, Henry Heil, Baltimore, Md., and A. F. Goetze, president, Albert F. Goetze, Inc., Baltimore, Md.
19. Mr. and Mrs. Ray Wilson. He is associated with Meat Industry Suppliers.

We recognized the right of collective bargaining, but we also insisted that workers must have the right not to join a union, and we argued for the prohibition of every type of coercion. Indications are that this recommendation will be approved.

We also called the attention of Congress to certain basic industries, including the meat industry, where the continued functioning of the industry is vital to the public welfare, and we asked that heavy penalties be imposed for the interruption of services that are necessary to the health or welfare of the community. Since our recommendation was made, similar legislation has been enacted in the state of New York and in certain other states, and I think there is reason to hope that Congress will follow the same pattern.

We also emphasized in our recommendations to Congress that there are many unfair practices, such as jurisdictional strikes, secondary boycotts, mass picketing, picketing of homes, picketing by non-employees, etc.

We protested strongly to Congress against the failure of present laws to impose responsibilities on labor unions similar to the responsibilities which are imposed on employers, such as responsibility for making records public, in-

cluding reports of their finances. I believe this suggestion will be acted upon favorably.

We further recommended that industry-wide bargaining is contrary to the public interest and that all bargaining should be at the plant level or at the local community level. I believe the law will permit the continued handling of meat packer labor problems on a plant or community basis.

We also recommended to Congress that foremen and supervisory employees should not be permitted to form unions of their own. Since we made that recommendation to Congress the U. S. Supreme Court has held that foremen's unions are permitted under existing laws. I am unable to predict what Congress will do on this point.

As to portal-to-portal pay, I regard it as a certainty that some legislation will be passed although everyone in Washington realizes the danger that President Truman may veto the legislation already proposed as going too far. Secretary Schwellenbach has made certain public observations which can only be interpreted as meaning that he favors a veto of this legislation.

We have a majority party which is having grave difficulty in getting legislation through because of divided

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leadership, and we also have the opposition party using obstructive tactics with respect to such legislation as the majority party is able to enact. The net result is very serious impairment of the legislative process at a time when we are supposed to demonstrate to the world that our democracy can be made to work efficiently.

Uncertainty and Fear

The general atmosphere in Washington is one of concern with a definite underlying feeling of pessimism. This is due mainly to the uncertainties in the general world picture, plus the almost uniform recognition by economists that economic conditions in the period lying ahead cannot possibly be as favorable as they were between 1941 and 1947. The atmosphere in Washington is one of doubt and uncertainty, plus a certain amount of fear. That condition is apt to continue, in my opinion, until people have more confidence than they now have in the ability of the United Nations to bring order to a troubled world. For everybody in Washington knows full well that we cannot enjoy lasting prosperity in this nation if the condition in the world as a whole is one of suffering, chaos and despair.

It is a matter of much gratification to me that our Association has been able consistently to take a stand in behalf of democracy and in behalf of the American way of life. I feel with the utmost sincerity that our very freedom depends upon seeing to it that a type of government which really represents the people shall prevail. I mean by this a type of government which is the servant and not the master of its people. Therein lies the great strength of America, and therein must lie the strength of democracy throughout the world. For we can never have freedom here or in any other nation if the government becomes, as it has already become in many nations, the master of its people. A great organization of more than 800 meat packers, who are loyal Americans and who are sincere

believers in democracy, can do a great deal toward steering our nation along the only course that will prevent disaster. If we had enough organizations like NIMPA and with the spirit which NIMPA has, there would be less fear of communism, less drifting into chaos and more confidence in the future of America and of the world.

What are the principles by which our federal policy should be governed in the days that lie ahead?

First: A never-ending fight to save our freedom from attack from outside or from unnecessary regimentation within.

Second: To streamline our government and make it both efficient and truly American, fighting unnecessary bigness as we fight cancer, and ousting every communist from government office.

Third: Encouragement of maximum production to insure adequate wages and adequate profits, thus assuring the abundant life to both labor and industry.

Fourth: Honesty and fair dealing between government and business. It is not fair or honest to change the rules of the business game after the game has been played, as is being done with subsidies and inventories, nor is it fair to discriminate against American producers, as was done in the case of export hide control.

Fifth: More faith in our way of life, more emphasis on the high standard of living which our system has produced, more love for the Stars and Stripes and all they stand for, not in the sense of a narrow nationalism or isolationism, but in the sense of the world's strongest democracy fighting to keep itself strong for the sake, not only of itself, but all humanity.

These are the principles, my friends, for which NIMPA has battled and will continue to battle. It is this battle for freedom that has made America great. It is only a continuation of this battle for freedom that can save this world.

CHIEFS OF DIVISIONS MAKE ANNUAL REPORTS

CHAIRMAN MAURER: We are going to have six five-minute talks from the divisional vice presidents. I assume that they are all here.

F. E. WERNKE: This is going to be a short report. The central division is carrying out part of the wishes of the board and a meeting was held in Cincinnati last fall. We had a very good meeting and there were numerous items brought up that certainly helped everybody in the division.

One of the main things was government grading. We were fortunate in having Fred Beard with us at that meeting and we think that we convinced him of some of the wrongs that were going on in various sections of the country.

I want to thank all of the members of the central division for the splendid cooperation that they have given me during the past year. I have been elected for another year and I certainly hope that I will get the same cooperation.

JOHN A. HEINZ: Yesterday I was again elected vice president of the eastern division of NIMPA and I am very grateful for the confidence placed in me by the division members. We have a lot of large members in that division and we have a number of very small ones. It has always been my policy in our meetings to let everyone have an equal voice. When the meetings are called I request that they come and air their problems and we will see what we can do about them.

W. G. MUELLER JR.: I do want to make a very short report of my stewardship of the midwestern division during the last year.

We have had a very active year. We have had a number of things come up that concerned the meat industry in our division just as they have all over the country. Much of the trouble was eliminated when the OPA and government regulations were removed. However, there are still several things that bother us considerably.

In our area we have a number of beef slaughterers and this subject of government grading is very near to their hearts. I am happy to know that it is going to receive considerable attention at this meeting. I hope that when you have finished with the gentleman from Washington we can see some concrete results from our discussion.

Another thing that concerns our members in the Midwest is the price differential between big packer and the small packer hides. No one is convinced that this should exist, and I think all the members of the midwestern division are determined to see that something is done about it through NIMPA.

I am very much concerned when I hear people say, "What is going to happen to NIMPA?" After hearing the splendid report of our general counsel, and also the program as outlined by Arthur Maurer and supported by the



REGISTRATION ACTIVITY ON THE OPENING DAY

Packers and associate members crowd around the registration desk in the Mural room lobby to receive identification badges and have their names listed.

present board of directors, I am sure that there will be a place for NIMPA. We will need NIMPA just as much in the future as we have needed it in the past—perhaps even more so. I have no hesitancy in predicting that NIMPA will mean as much to all of us through the years as it did through those years when it was first conceived.

I am retiring this year as vice president, and at this time I would like to announce publicly that Fred Clark has been elected to that office by our division. To him and the other members I give my hearty support and best wishes.

FRED DYKHUIZEN: The southern division held a meeting in Atlanta in September and had over 90 in attendance, which was an all-time record for that division. We made a great many recommendations at that meeting and most of them have been carried through.

For five years we have been living under the trials and tribulations of abnormal wartime restrictions and uncertainties. Now that the wartime exigencies no longer exist, we are wed to peacetime operations. In five years' time a great many changes have occurred which will forever change our methods of operation. We have embarked upon a course of operations of which only God in his infinite wisdom knows the ultimate outcome. Our only justification for existence is the rendering of a highly specialized service for the betterment of mankind.

Our problems are multitudinous. Our potentialities for service are unlimited. Our need for intelligent leadership is, at the present time, the greatest in the history of our industry. We are prone to relax after having been vigilant for five years during a hard war. Like the mah next to us, we are prone to pay more attention to signs of optimism than to those danger signals that are likely to call us to vigilance.

Did you know that polls have been made showing that 51 per cent of the people do not know what a balanced budget is? That virtually one-third of us have no conception of the meaning of free enterprise? That many of us think it is all right to owe a huge national debt to ourselves? That security is something that Congress can hand out? That inflation is acceptable because it creates wealth? That there are ways to earn more by doing less? All these are fallacies. With other fallacies they will enslave us just as any tyrant.

We must make our program or platform one of freedom. Can there be a more constructive program than that of free men? Free men will have a dynamic and not a static philosophy. Such a philosophy can never permit economic tyranny, either of labor or capital, any more than it can permit a political tyranny.

Americans everywhere must prepare the defense of their own minds against the inroads of enslaving ideas. We of the South agree with the philosophy of Thomas Jefferson, who said, "The strongest federal government is the one that tries to govern the least."



SOUTHERN DIVISION MEMBERS AT THEIR DELIBERATIONS

Shown in the Embassy room are the members of NIMPA southern division who attended the annual meeting on the morning of April 16.

W. F. DIXON: The southwestern division had one meeting in Dallas last fall and it was very successful. We all know what happened after that. We, like the rest of the divisions, feel that we had a little part in bringing it about. Since that time the southwest has been unusually quiet. We have just one squawk—a squawk for the capture of our subsidies and a squawk about the government recapturing them when we get hold of them. We hope that action can be taken here which will speed the solution of that problem along.

NIMPA has been instrumental in the southwestern division in banding our packers together. We have a pretty wide territory, geographically speaking. We are a lot closer together than we have ever been and I hope the continued growth of this organization will keep us that way and will keep us in touch with the national body.



YOUNG EXECUTIVE AND WIFE

John E. Thompson, vice president of Reliable Packing Co., Chicago, escorted his wife Adele to ladies luncheon on roof bungalow. Mrs. Thompson was one of the features of the NIMPA registration staff.

RAY MCCARTHY: I am coming up here cold to report for Adolph Miller of the western division. We have elected some new directors today and we expect to have a vice president who will bring back to you at the next convention some of the good things that we have done.

CHAIRMAN MAURER: We are going to try to strengthen our position on the West Coast. Because of the wide variations in requirements and projects to be handled it has been difficult. I think those obstacles will be overcome with a little intelligence and a lot of hard work. I know that the new vice president will assist materially in bringing that about. C. B. Heinemann, sr., our executive vice president, will announce the names of the new regional vice presidents.

C. B. HEINEMANN, SR.: We have the certification from each of the six divisions which held their meetings here in the hotel. Elected as their respective vice presidents were the following:

Central division, F. E. Wernke; eastern division, J. A. Heinz; midwestern division, F. J. Clark; southern division, Fred Dykhuizen; southwestern division, W. F. Dixon, and western division, B. L. Vignaux.

Also elected were the three-year directors:

Central Division: J. E. Thompson, R. D. Stearns and E. W. Gibbs.

Eastern Division: A. F. Goetze, Robert Hofmann and B. Forst.

Midwestern Division: W. G. Mueller, jr., G. L. Heil, jr. and Herbert J. Gugenheim.

Southern Division: B. B. Balentine, A. R. Wallin and L. Neuhoft, jr.

Southwestern Division: Lonnie Ruff, S. R. Davidson and C. E. Finkbeiner.

Western Division: Adolph Miller, L. F. Fink, B. Clougherty, W. C. Parke and T. McNamara.

After a few announcements the meeting was adjourned at 4:05 p.m.

NIMPA—Session II

MORNING, APRIL 17
BAKER, RICHARDS and MONTAGUE
on Livestock Problems

THE second session, Thursday morning, April 17, was called to order at 10:30 a.m., with President A. B. Maurer presiding.

PRESIDENT MAURER: This morning we are fortunate to have with us A. Z. Baker, president of the American Stock Yards Association, who will discuss some mutual problems in marketing. His topic will be, "How Can We Market Operators and Packers Improve our Service and Relations?"

A. Z. BAKER: You have asked, "How can we markets and packers improve our service and relations?" I suspect your officers know most of the answers and that the invitation extended to me was a concrete demonstration of one of them.

First of all, this occasion offers an opportunity for the development of acquaintance between a representative of those who operate your livestock markets and you who use them for the purchase of your principal raw material. It also provides an opportunity for further consideration of our respective and mutual problems. Acquaintance is the very foundation of all good relations and all useful service. Acquaintance develops into understanding, respect, confidence, fellowship, and friendship. And acquaintance with our problems provides a basis for constructive action looking toward solutions.

I am glad too that your question recognized the mutuality of our service and relations. The improvement of our service and relations is not *your* responsibility; nor *mine*. It is *our* responsibility—and *our opportunity*.

You are engaged in the business of buying livestock, processing it into meat, and selling that meat to feed mankind. I represent an essential link in your business—the market places where you buy your livestock.

Functions are Essential

I am making no claim that the markets conducted and operated by members of the American Stock Yards Association are individually or collectively essential. I am saying that someone, either the seller, or the buyer, or someone independent of either, such as the public markets, must provide a place, handle the livestock, and perform some of the functions of a market.

To some of you, because of your location, your volume of business, and the availability of an adequate supply, the purchase of your livestock requirements

presents no particular problem. To others, particularly those whose plants are farther removed from the farms and nearer to the consumers, the procurement of a constant supply of livestock is a major problem. None of you can grow into noticeable size and avoid active competition either in the purchase of your livestock or in the sale of your products.

Competition has made your industry great, it has been the force which has caused you to seek greater and greater efficiency in the processing of livestock and the distribution of meat, until you have earned a reputation for "saving everything but the squeal"—and even some of that has been "canned." Because of competition you have produced better products and offered them in more attractive forms and packages. Competition has driven you to find new and better methods of distribution and use more and better ways of telling the consumers about meat in general and your products in particular. Competition has made you fight for and justify your share of the consumer's dollar.

In peace-time—I should like to avoid any discussion of the favorable as well as the unfavorable periods of wars—competition has kept your margin of profit low, but at the same time it has enabled the efficient, far-sighted packers to grow and prosper.

Competition is the very essence of the American system of private enterprise, and you and I will strive in every way to recover and retain a free competitive economy.

In the comparative short history of the packing industry of not much more

than 100 years, wars have brought into focus conditions which have resulted in important changes in the packing business. To meet the needs of war, production of livestock and the processing of meat is expanded. When the demands of war no longer exist, production must be curtailed or consumption increased, or, as most often happens, both.

Unfortunately, but inevitably, it seems, man's cupidity asserts itself, even in time of sacrifice and peril of war, and when the war ends, competition, and often the government, must correct conditions. The years immediately following the Civil War saw the development of livestock markets and the packing industry which, with all their faults, were and still are marvels of efficiency and service.

During the Spanish-American War, the American people were scandalized by the stories of "embalmed beef" and the Congress enacted the federal meat inspection laws which have had such an important place in the meat packing business.

What Followed First War

During World War I, the public became convinced that a few big packers were dominating the livestock markets and distributive channels for meat. Following an extensive investigation of the meat packing industry, the Congress passed the Packers and Stockyards Act in 1921 to eliminate the unwholesome conditions existing or suspected in the purchase of livestock by the packers. Paralleling this Congressional action, a federal court entered a decree against



A. Z. BAKER



LINE UP FOR ROOM RESERVATIONS IN MORRISON LOBBY

Packers and industry suppliers attending the convention found long lines at the hotel registration windows on Tuesday and most of Wednesday. Many expressed dissatisfaction with the handling of room reservations.

the four big packers requiring them to divest themselves of their interest in public stockyards and to withdraw from the retailing of meats.

During World War II, encouraged by the attempts of the government to control prices, conditions developed which for correction may also need legislation in addition to strong action on the part of the industry through organizations such as yours and mine. Black markets in meat flourished in all sections of the country, particularly in the large consuming sections. Black market operators, dealing in livestock and meat, both at wholesale and retail, grew rich. Then, following the removal of controls, prices of meat advanced, and packers scrambled for livestock supplies bidding up those prices.

Conditions Need Correction

I need not tell you that, when wages are stabilized and other things become available and an attraction for a larger part of the consumer's dollar, there will be tremendous pressure for lower meat prices, and unless you continue to do a better job of public relations, unfavorable public reaction, such as many of you can recall after World War I, will again dog your path.

Those of you who have been in this business as long as I have, can remember the public resentment against the packers which developed during and immediately following World War I. The primary need at that time was to restore the meat packing industry to the good graces of the producing and, particularly, the consuming public. The meat packing industry has come a long way in these last 25 years in developing and maintaining favorable public relations and it comes out of this War with relatively few unfavorable public reactions. But the explosive forces are there and you should not be lulled into a lethargic sense of satisfaction and well-being.

Many people have come to appreciate and demand more meat. For the last several years and up to now there has been a very large purchasing power enabling the public to satisfy their craving for meat, and there is as yet relatively little competition from other things. From the standpoint of the livestock producer prices of livestock have generally been quite satisfactory.

Decline May Go Too Far

But down the road a way—I do not know how near or how far—you will find a supply of livestock which will equal or exceed the demand at fair or even profitable prices. Then the prices will start down. In these last few months the supply has been scarce enough to check declines almost immediately. However, when supplies of livestock increase, or the demand for meat falls off, or both occur at the same time, you will find it difficult to check the decline and stabilize prices at a reasonable level; and if you do not do so, producers of livestock will blame you. Your segment of the industry has become so de-



LUNCHEON FOR THE LADIES IN ROOF-TOP BUNGALOW

Shown here are two of the table groups at the luncheon for wives and daughters of NIMPA members held in the large sky-scraping rooms atop the hotel.

centralized that it will be difficult or impossible for those of you who recognize the danger of prices which are too low, reached too soon, to check or stabilize them at a reasonable level.

You should keep in mind also that while farm income, particularly the income from livestock, is high, achieving one record after another in recent years, the cost of production is also mounting and the farmer will resent too drastic a decline. Just as occurred in 1943 when supports failed to provide a sound floor for hog prices, increased production will make possible and consumer resistance will give the push to a decline—actual or relative—in livestock prices which could get out of control unless the industry calls upon all its wisdom and influence. Despite anything the members of your association or other thinking members of the industry may do, there will be some who will take advantage of the situation to buy livestock at lower and lower prices in order to sell meat at lower prices and thus maintain volume and profits. To meet that competition you may be forced to follow.

I see no reason to assume that some of your competitors will be any more ethical as they descend from the high-price plateau than they were on the way up. In fact it would be reasonable to expect that the methods learned in black market days would be put into practice more brazenly in a buyer's market.

Unless we reestablish and maintain dependable service and relations with both producers and the consumers, I am afraid that both you and we may look for some pretty rugged days ahead.

The times call for cooperation—not recrimination.

Regulated and Unregulated

At the present time approximately one-half of all of the livestock being slaughtered is bought at some 60 federally regulated terminal markets. The other half, except for a very small volume passing through regulated auctions, is bought at several thousand unregulated market places. Part of the increase in purchases at non-regulated market places results from the wide multiplication of slaughtering establishments operating under federal, local, or without inspection. Part of it is due to location in favorable proximity to supplies. Some part is undoubtedly due to the price control program during the war and the continuing aftermath. But a considerable part is due to efforts of some buyers to obtain an advantage over their competitors or the producers. Any such advantage is short-lived and any hope of retaining a permanent advantage, other than a natural advantage, is futile. Any preference or concession to you can and probably will be matched by similar concessions made to others;

and some time, some way, somebody pays for every concession.

What your industry needs most of all in the purchase of your livestock, it seems to me, is greater comparability between all markets so that you can intelligently make comparisons and select the one, or those, best suited to your needs. That calls for a standard of comparison. Congress provided a standard of fair trade practices in the Packers and Stockyards Act, and that act, with the regulations of the Secretary of Agriculture prescribed under its authority, establishes and requires comparable conditions at the limited number of markets presently coming within the scope of the act, and empowers the Secretary of Agriculture to supervise trading at those regulated markets and to enforce the provisions of the act.

Market Comparability Needed

The act now applies to only 200 markets of all kinds, including the 60 terminal markets. It applies to all packers, federally inspected and otherwise, whose transactions enter the flow of interstate commerce. It does not apply to several thousand market places or the operators and dealers from whom you buy a considerable part of your livestock.

I do not believe that the livestock and the meat industry could materially improve on the principles provided in the act and regulations, and I do not believe the industry could or would establish or enforce a code of fair trade practices if left to do so. I therefore believe that the provisions of the act should be extended to all market places, and that such extension would materially improve the situation despite a full recognition that it would be far short of perfection.

But, you ask, "How can we markets and packers improve our services?" I am assuming that you have in mind the federally regulated terminal markets which I represent, and the packers who buy all or a part of their livestock supplies there, and that you also have in mind the services incident to the purchase of your livestock supplies at such markets.

Market-Packer Responsibilities

On those terminal markets the selling and buying service is performed by experienced representatives of the seller and buyer, trading at arm's length, under known trading conditions, supervised by the federal government, on livestock actually under observation. This trading is based on mutual understanding, confidence and respect. It involves corresponding and related obligations on the part of the market and the packer. We can improve that service if the markets and the packers recognize and assume their respective responsibilities:

The markets by providing, improving, maintaining and operating our market facilities so that they will be ample, convenient, safe, sanitary, and suitable for the care, handling and shipment of your

Doubles and Trios Caught Between Sessions

1. H. A. Herzog, Alfred Jacobahagen Co., Chicago (left), and Alex H. Dunievitz, southern representative for the same firm, pose in Casino lobby.

2. Left to right: R. C. Theurer, president, Theurer-Norton Provision Co.; R. S. Maffet, general manager, Hughes Provision Co., and Chester G. Newcomb, president, Cleveland Provision Co., all of Cleveland, O.

3. Fred J. Beard, chief of the standardization and grading division, Production and Marketing Administration, USDA (left), and M. S. Parkhurst, Union Stock Yards & Transit Co., Chicago, renew a long term friendship.

4. Left to right are Steve Caporal, owner of Herman Bros., Philadelphia; Joseph Sokolik, secretary, Royal Packing Co., St. Louis; Lester Levy, secretary-treasurer, Plymouth Rock Provision Co., New York, and H. C. Liebmann, secretary, Liebmann Packing Co., Green Bay, Wis.

5. George J. Buchy, vice president, Chas. G. Buchy Packing Co., Greenville, O., (left) and Charles G. Buchy, president, turn on the charm for the NP cameraman.

6. Joseph Slotkowski, president, Slotkowski Sausage Co., Chicago (left), and Leonard P. Slotkowski, manager of the firm, discuss the rigors of Chicago's climate with Andy DeWied, A. DeWied Casing Co., Sacramento, Calif. (right).

7. W. C. Codling, vice president, Tobin Packing Co., Albany, N.Y. (left) and F. W. Perkins, Tobin Packing Co., Fort Dodge, Ia.

8. Fred Dykhuizen, president, Dixie Packing Co., Arabi, La. (left), enters the banquet room with Fred Dixon, secretary, Dixon Packing Co., Houston, Tex.

9. Willibald Schaefer, president, Willibald Schaefer Co., St. Louis (left), and W. W. Naumer, president, Du Quoin Packing Co.,

Du Quoin, Ill., smile for the photographer.

10. Gregory B. Pietraszek, associate editor of *The National Provisioner* (left) discusses packing plant operations with Tom Graver, superintendent, H. Graver Co., Chicago.

11. Left to right: Frank M. Kline and Louis Baker, general manager, M. Baker & Sons, Charleston, S.C. pose with Robert Campbell, Meadowlark Farms, Inc., Sullivan, Ind.

12. Pictured in the lobby of the Terrace Casino meeting hall are left to right: Mrs. Wilbur La Roe, wife of the NIMPA general counsel; Mrs. Henry Loesch, wife of Henry Loesch, president, Pavelka Bros. Co., Cleveland, O., and Mrs. B. M. King, wife of B. M. King, also of Pavelka's.

13. D. P. Shull, Columbia, S.C. (left) and Dr. W. A. Barnette, president, Greenwood (S.C.) Packing Plant.

14. Mr. and Mrs. Jean Hanache, Jamaica, Long Island, N.Y., snapped leaving the meeting room after Mr. Hanache's address to NIMPA members.

15. Left to right: J. A. McVey, vice president, Eugene Rothmund, Inc., Somerville, Mass.; J. Clarence Peters, general manager, John Peters Co., Williamsport, Pa.; and Eugene Rothmund, president, Eugene Rothmund, Inc., Somerville, Mass.

16. Bill Hodge of Oscar Mayer & Co., Madison, Wis. (left), and D. J. Holman, Ft. Worth Dressed Beef Co., Fort Worth, Tex., compare convention notes.

17. Wm. A. Rose, superintendent, Peters Sausage Co., Detroit, Mich. (left) and Albert Interholzing, partner, North Platte Packing Co., North Platte, Neb., didn't even see the photographer on this one.

18. Left to right: Andrew Pealak, foreman; Ed Nelson, superintendent; and Dick Goepfner, all of Mickelberry's Food Products Co., Chicago.

livestock without loss, damage or injury; and the packers by considerate use of these facilities in order to avoid excessive demands;

The markets by providing an adequate number of experienced, full-time, well paid stockyard employees properly to handle and ship your livestock; and the packers by arranging your delivery and shipping time and other service requirements to accommodate and make possible efficient operation;

The markets, by selective selling to the buyer in greatest need for the particular livestock; and the packers, by selective buying of what, and only what, you want when you want it;

The markets by maintaining a truly open market in which all buyers have an equal opportunity to buy; and the packers by recognizing, supporting and engaging in, competitive trading;

The markets by seeking to sell each particular consignment of livestock at a fair price depending upon its quality and condition, and the supply and demand; and the packers by buying each lot on its merits without regard to other livestock; and

The markets by providing, installing,

maintaining, and operating the most modern weighing facilities assuring accurate weights on all livestock bought; and the packers by recognizing and insisting that all purchases be based on actual weights obtained upon carefully tested and operated scales by weighers whose sole interest in the livestock is in correct weighing. I cannot stress too strongly the importance of accurate weighing. It is the one factor entering into your livestock costs which can be absolutely and accurately determined. Condition, grade, fill and price vary with the judgment of the seller or buyer, but the weight needs not be open to question. You buy pounds of livestock and the market should sell pounds of 16 ounces each at prices based upon actual weight.

These are all current and constant factors affecting our service, the improvement of which is a continuing and mutual responsibility.

I should like to emphasize also:

(1) *The need for an assured supply and a dependable demand.* If you packers are to be attracted to our markets, we must give you some assurance of an adequate and constant supply of live-

(Continued on page 56.)



HOG KILLING

BEEF SLAUGHTERING

COMPLETE EQUIPMENT FOR THE

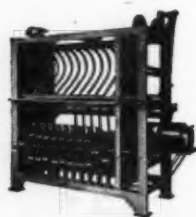
Pickle pump needle or Jumbo dehairer, hasher or hoist, truck or track, whatever equipment is used in the



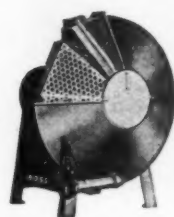
Jumbo Dehairer



Jerkless Hog Hoist



Grate Dehairer

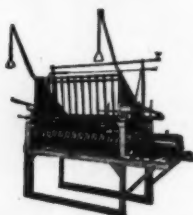


V-Type Scalders

meat processing industry is included among the units offered by The Cincinnati Butchers' Supply Company.



BOSS Universal Lift No. 415



"Baby Boss" Dehairer

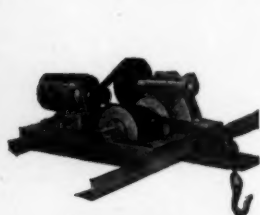


BOSS Small Stock Hoist



Knocking Pen

supplier to the meat industry exclusively since 1886. Illustrated are a few of our most popular items.



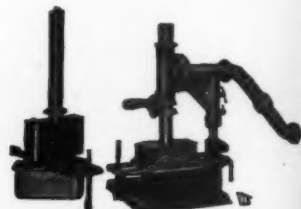
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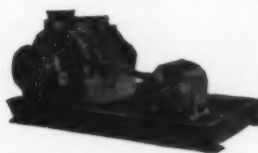
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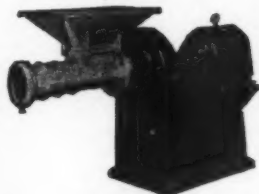


Shredder

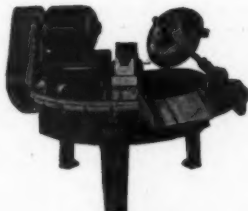


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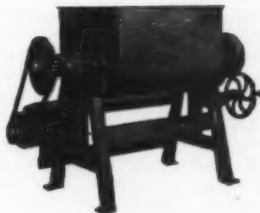
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stock, and do a better job than we have in recent years, while you in turn must establish the dependability of your demand. The markets must know the probable extent of your needs and the continuity of your support. A market with a fluctuating and unpredictable volume will not attract or hold packer-buyers, and an "in-and-out" packer will not attract salesmen offering livestock. These "in-and-outers" may get some bargains when the market is "draggy," but the regular buyers get their requirements and some bargains even when the supply is short. And while they get high ones some days, they get low ones too, and the average will be in line with their best competitors.

(2) *The desirability of qualified buyers and equally qualified salesmen.* The method of selling livestock on terminal markets through commission agents is distinctive and brings together under the most favorable conditions experienced and qualified representatives of the buyer and seller to negotiate a sale and purchase of particular animals. Whether he is a buyer or a salesman, he should be the best we can employ, for that kind will be the cheapest. Some of you do your own livestock buying, but, while I believe the job is important enough for any of you, most of you are also involved in operating, financial, sales and distributive problems, and too often divide your attention and slight this most important job.

If you employ a livestock buyer, let me repeat—hire the best. And, when you have hired him tell him your buying policies and your day-to-day needs, but let him do the buying. It is a full-time job and he should work at it. If he isn't capable, look for another buyer. An amazing amount of livestock is bought over the telephone—amazing because it constitutes your principal raw material and because it is such a variable commodity, unpredictable and indescribable in quality, condition and weight. Many of you do not have an adequate supply of livestock at a market adjacent to your plants and must of necessity go elsewhere. In some cases you can and do buy through registered and bonded order-buyers who have no financial interest in the livestock bought, and act only as your buying agent. In some cases however, the firm through which you obtain your livestock is actually a dealer selling its own livestock to you with no obligation to represent you in the purchase of livestock. No reflection on the character or the service of these dealers is intended. They have performed a real service for which they were entitled to and received compensation in the form of profit on the transaction rather than a commission for services. Without them in recent years, you would often have been without livestock. I only suggest that you understand the situation, and if you want the buying done through an agent, insist that he serve but one master—YOU.

(3) *The obligation to practice indiscriminate buying and selling.* If you would have an opportunity to buy from all, you should recognize an obligation

Packers, Brokers, Suppliers Caught By Cameraman

1. Snapped on their way to a meeting were (left to right) A. A. Criddle, manager, S. S. Logan & Son, Huntington, W. Va.; J. C. Colbert, partner of the Logan firm; George Schlereth, vice president, H. H. Meyer Packing Co., Cincinnati, and Emil A. Schmidt, president, the Schmidt Provision Co., Toledo.
2. F. E. Wernke, president, Louisville Provision Co. of Louisville, Ky., and one of NIMPA's divisional vice presidents.
3. T. G. Leiss, sales manager, Tobin Packing Co., Albany, N.Y.; Daniel Mahoney, John McKenzie Packing Co., Burlington, Vt.; John J. McKenzie, president and general manager of the McKenzie firm, and Fred J. Clark, vice president, Tobin Packing Co., Fort Dodge, Ia.
4. A. Z. Baker, president, American Stock Yards Association, and a convention speaker, and C. B. Heinemann, jr., secretary of the American Stock Yards Association.
5. John E. Staren of John E. Staren Co., Chicago broker.
6. An informal picture of William G. Mueller, jr., new NIMPA president. He is president of the American Packing Co. of St. Louis.
7. Leon Weil, president, Weil Packing Co., Evansville, Ind., and L. B. Weil of the Evansville Packing Co., Birmingham, Ala.
8. Joseph Messing, Newman-Messing Casing Co., Inc., Brooklyn, N.Y.; Lester Levy,

secretary-treasurer, Plymouth Rock Provision Co., New York, and Norbert Hofmann, secretary-treasurer, Hofmann Packing Co., Syracuse, N.Y.

9. Shirley J. Georg, treasurer, and M. J. Sheffield, manager, Grand Valley Packing Co., Ionia, Mich.
10. Catching up on the news were Lee M. Strawn, partner, Hoegner & Cantieny, Lima, O., and Mrs. Strawn.
11. L. E. Liebmann, president, Liebmann Packing Co., Green Bay, Wis., between the two partners of the Frankton Provision Co., Frankton, Ind., Russell Hughes (left) and Robert Hughes (right).
12. John H. O'Neill, Chicago broker, attended the convention, as usual.
13. Rex W. Perry, vice president, Arbogast & Bastian Co., Allentown, Pa.
14. Mr. and Mrs. Henry A. Hensel and daughter Arline, H. A. Hensel Mfg. Co., Milwaukee, Wis.
15. Two Easterners, Wells E. Hunt, Wm. Schluderberg-T. J. Kurlde Co., Baltimore, Md., and Frank T. Heinemann, of NIMPA's staff, face the camera.
16. Mr. and Mrs. I. J. Reinhardt and Mr. and Mrs. Eugene Olaszewski came from St. Louis to enjoy the convention. Reinhardt is president of General Meat Co. and Olaszewski is secretary-treasurer of the American Packing Co.
17. A "regular" at NIMPA conventions, Henry E. Bender of Henry E. Bender & Co., Chicago, poses for photographer.

to offer to buy from all. Too often both buyers and sellers deal with the same salesmen or buyers, sometimes limiting their trading to a single firm, and, I regret to say, both salesmen and buyers sometimes refuse to trade except through a third person such as a speculator-dealer.

Many customs and practices have developed over the 80 years since terminal markets were established, some of which, in the light of changed conditions, might well be corrected for improved service. It may not be possible to correct some of these; some can be corrected only in time; others may be readily changed; all should be considered for possible improvement.

Dangers in Speculation

Speculation in livestock has become a considerable factor on most markets. In some cases, dealers perform necessary and useful functions; but the question arises whether they are not the functions of the sales agency and indicate a failure on the part of such agencies to perform the full duty for which they are paid. Where unnecessary speculation is introduced, there is an actual or apparent widening of the spread between what the packer pays for livestock and what the producers receive. Anything that increases that spread tends to reduce the volume of livestock and increase the cost of buying and of livestock. Unnecessary speculative handling may also affect the quality and the dressing percentage of the livestock.

Sale by first-hand sales agencies direct to packer-buyers for immediate slaughter should be an ultimate objective.

Confusion as to status of market agencies (buying on a commission basis) and dealers (buying and selling livestock for their own account), some of which are registered and act in a dual capacity, is almost universal. There should be a clear distinction between the market agency (order-buyer) who represents the packers as an agent and the dealer (speculator) who sells his own livestock to the packer. Some of the confusion has arisen because of the practice of dealers adding a service charge to the invoice of livestock sold to packers, leading some of them, at least, to think that the service charge was a commission for buying livestock as an agent when in fact it was an addition to the sale price and ostensibly covered the cost of assembling and delivering the livestock to the loading chutes. With the clarification of the status of market agency and dealers should come a separation of the functions and a limitation of the dual operations by one person. Along with that would of necessity come revisions in charges for services. When order-buying commissions no longer covered the expenses or paid a profit, operators were forced to engage in speculation. A charge of \$10 for the service of buying \$5,000 or \$6,000 worth of livestock, is out of all proportion.

The adoption of standard grades and descriptions of livestock would facilitate

(Continued on page 60.)



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tate reporting and comparisons between markets and also the purchase of selected grades by those packers who of necessity engage in selective buying. The efforts of the government to expand the use of standard grading has received too little encouragement from the packers and the markets, and yet it seems to me standard grades must be established and observed in order to make intelligent comparisons of markets.

Failure to Buy on Merit

Failure to buy on individual merit is coming in for considerable criticism. Cattle are generally bought on the basis of individual quality and dressing condition, calves and lambs to a somewhat less degree, but hogs are largely bought on a weight basis with little discrimination in price within given weight ranges to reflect quality or fill conditions. Packers are accused of trying to depress top quotations for the effect on other purchases, while commission men are charged with laziness and unwillingness to justify sales at prices below the top. Unless some improvement is made in this direction, something less palatable can be expected.

Practices in respect to fill vary from market to market and even on a given market. Excessive fill is an economic waste of profit to no one unless it be the feed dealer or speculator. But some feeding is required for the humane care of livestock, some more is considered necessary to put the livestock in satisfied and satisfactory conditions for sale and slaughter, and some is desirable in the case of long-haul livestock to secure uniformity of fill conditions. From the standpoint of the markets, under present rate policies, feeding returns no real profit and could agreeably be reduced to a minimum. Consideration should be given to a reasonable policy in respect to the fill of livestock and to pricing on the basis of the fill conditions.

Finally, I should like to suggest that we deal honorably—and with honorable men. The trading on terminal livestock markets has been notable for the integrity and honor of the sellers and the buyers who pass and receive title to billions of dollars worth of livestock annually by word of mouth. Let us keep it so.

Many small irritations developed under

the stress and strain and restraint of war-time controls. Some of these irritations have festered and become sore spots threatening the long-time relations between the packers and the markets. We need to relieve and cure these irritations, but it is more important that we diagnose and remove the causes.

We have made a beginning today in improving our relations. You have listened attentively to a representative of the markets and he has talked frankly and sincerely with you about some of the problems with which we are both concerned. If we as packers and markets, in association meetings such as this, around the table at our respective markets and across the table in our several offices will recognize that service and relations are two-way streets, and try to pave them with better understanding, I am sure we shall have answered the question, "How can we packers and markets improve our relations?"

These are *your* markets. We are but the owners. Without packers they could not live or endure. They were conceived, planned, built, developed, maintained, operated and used by human beings, and are therefore imperfect. They are the result of the competitive enterprise of an energetic and resourceful segment of our people. The initiative and cooperation which developed our business can find ways to meet the needs of the present and the future. The terminal markets would be the last to claim perfection in either service or relations—but they will be among the first to seek it.

CHAIRMAN MAURER: I know that the problems discussed by Mr. Baker are close to most of us, particularly those who control the livestock buying directly in our own organizations.

I would like to throw out this thought to Mr. Baker. He seems to be concerned about the collapse of livestock markets, and I know that we are. Probably the best insurance against a collapse is the National Independent Meat Packers Association and its members.

Our next speaker is a young man who has been very helpful to our Washington office. He has always been willing to assist us and direct us in our proper efforts. Preston Richards, assistant director of the Production and Marketing Administration, U. S. Department of Agriculture, will address you on the subject of Postwar Livestock Marketing Problems.

WHAT LIES AHEAD FOR LIVESTOCK MARKETING

PRESTON RICHARDS: When your executive vice president invited me to address your convention, he very kindly allowed me the privilege of selecting the topic which I am going to discuss. I decided to talk about post-war problems in the livestock marketing field, even though I know full well that solutions to problems are of much more interest than is any brief statement of problems themselves. However, because I do not know all the answers and solutions, I am going to talk to you about some of the more important problems and how the livestock and meat industry can intelligently meet them.



P. RICHARDS

In the past few years—and perhaps this is true in all years—many people have talked of the need for greater stability in the livestock and meat industry. There are times when we all share this view. However, if by "stability" we mean lack of change, then I am sure we do not want it, for it is almost axiomatic that changes are normal in a vigorous, healthy industry. It is about the problems of a changing, growing, and dynamic industry that I want to talk.

Expanding Base for Livestock

Even before the war we were establishing the basis for larger meat and livestock production and the tendency for this to occur has continued. Perhaps the chief basis for this expansion in livestock output has been a substantial increase in available feed supplies. For many years before the war we thought that a corn crop of 2,500,000,000 bu. was normal. In each of the past five years our corn crop has exceeded 3,000,000,000 bu., and these crops have been produced on an acreage which is 5,000,000 to 10,000,000 acres smaller than we used to consider normal. The influence of increased yields per acre—resulting from the use of hybrid seed corn and wider use of fertilizer and improved farm machinery—is far-reaching in scope.

Other factors have also operated to make more feed available for livestock and meat production. The production of grain sorghums has increased considerably and there has been some expansion in oat production. The steady decline in horses and mules, which began in the early 20's, has continued. This has made more grain, pasture and hay available for the production of meat, dairy and poultry products. We have had some upward tendency in our total hay production but, of even greater importance, we are growing more good



A SESSION IN THE LOBBY

Left to right, August C. Roegelien, vice president, Roegelien Provision Co., San Antonio, Tex., William Roegelien, president of the company, and J. P. Thurman of the Girdler Corp., Louisville, Ky., exchange some remarks about the prospects for good business in Texas.

legume hays, such as alfalfa and lespedeza. Furthermore, in many areas there has been significant improvement in the quality and carrying capacity of pastures.

Still another factor which may result in further expansion in livestock and meat production is the probability that shifts may occur from wheat, and some other crops which have expanded during the war, to the production of feed crops. This would tend to broaden further the base for the production of meat animals, dairy and poultry products.

Livestock Numbers Up

The net effect of all these factors has been an increase in our livestock production and slaughter supply. At the beginning of 1947, the number of cattle and calves on farms and ranches was 81,000,000 head. While this number is below the peak level reached two years ago, it is about 15,000,000 head greater than the prewar average. Of significance is the fact that our present livestock inventory contains a larger than average proportion of beef cattle, and the number of beef cows is the largest on record.

In the case of hogs, production in 1946 was held down by the strong demand for grains for export and because much of the 1946 corn crop was of low quality. However, even with these limitations the number of pigs saved in 1946 was 83,000,000 head. And in only two of the 16 years prior to 1941 was the pig crop larger than that of last year. While we may not again reach the 1943 record pig production of 121,000,000 head, it seems fairly certain that over a period of years the number of pigs raised and the number of hogs slaughtered will be considerably greater than before the war.

Sheep and Lambs Decrease

It is only in the case of sheep and lambs that there has been a marked downward tendency in production. At the beginning of 1947 the number of stock sheep on farms and ranches was 32,500,000 head—the smallest number in the 80 years of record. On the other hand, at the beginning of 1942, the number of stock sheep was the highest on record—more than 49,000,000 head. The sharp decrease of 34 per cent since 1942 is largely due to greatly increased labor costs and, in some areas, to more favorable returns from other enterprises.

Fortunately, the high level of meat and livestock production of the past five years came at a time when wartime requirements for meats were of huge proportions. In both 1943 and 1944, our total production of red meats was in excess of 24,000,000,000 lbs. In 1946 it was about 22,000,000,000 lbs., while before the war total meat production in this country fluctuated around a level of about 16,000,000,000 to 17,000,000,000 lbs.

Meat production in 1947 is continuing at a level far above pre-war output, and there is strong possibility that it will increase further in the years ahead.



GROUP AT MEETING FOR THE SOUTHWESTERN DIVISION

Southwestern division members held their annual meeting in the Roosevelt room on April 16. The meeting had adjourned and the participants were beginning to drift out to lunch when the cameraman caught this group.

From the standpoint of the livestock and meat industry, as well as from the standpoint of consumers, further expansion in the livestock output of the country seems desirable. It is important for farmers because livestock farming, at least in many areas, provides a sound basis for effective utilization and proper conservation of our agricultural resources. For consumers, it is generally conceded that nutritional requirements of our population call for increased consumption of high quality protein foods, of which meat is an important one.

Despite the fact that requirements for meats for the armed forces and for export are no longer of large proportions, the strong demand on the part of our own population has absorbed all the meat we have produced in recent months at unusually high price levels. I hardly need to recall for you that in the past winter the slaughter of cattle and calves has been of record size and there has been little weakness in the cattle and beef markets.

Long Term Meat Outlook

So long as our strong consumer demand for meats continues, it seems reasonable to expect that considerably larger supplies of meats can be sold at prices which will be satisfactory to producers and packers. Certainly this seems to be the prospect for the year 1947. It is estimated that the volume of meats which will be moved into consumption this year will approximate 150 to 155 lbs. per capita. The per capita supply of meats for domestic consumers over a period of years, however, could increase to 160 lbs. or higher on the basis of the probable trends in production of livestock.

On the basis of what has happened during the past few years, it would now require more courage and wisdom than is given to ordinary mortals to suggest that there will some day be a surplus of

meats. Nevertheless, the day probably will come when consumers will be able to buy cars, refrigerators, houses etc., in the large quantities they desire. It is also possible that the level of consumer incomes may not continue at present high levels. If and when these developments occur, the period of high livestock and meat prices may come to an end.

In considering the long term prospects for meats, the most important product of livestock, we should not lose sight of the fact that fat—lard in particular—is an important by-product of our livestock and meat production. In the immediate months ahead, the supplies of fats and oils available for use in this country will remain short. But the long term outlook for lard seems much less favorable than for meats. You will recall that before the war the lard situation was rather unfavorable. Generally speaking, in the years before 1941, when hog slaughter was at a lower level than at present, an outlet existed in this country for practically all the pork and other meats which we produced. However, the lard from one-fourth to one-third of the hogs slaughtered under federal inspection could be regarded as surplus, for all of which export outlets did not exist. I am sure you will remember, too, that the lard which was moved into domestic consumption in prewar days had to be sold at a considerable discount under prices of high grade shortenings made from vegetable oils.

Future Prospect for Lard

Of course, the lard situation was greatly changed by the war. The world shortage which developed in fats and oils was more pronounced than for most other commodities. Supplies of vegetable oils from many important sources were cut off from shipment to Europe

(Continued on page 61.)

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and the United States. However, recovery of production and shipments in war-affected areas is now under way, and in the future shipments from these areas probably will increase rapidly. Within perhaps two or three years, considering the expected increase in hog production and larger supplies of vegetable oils on world markets, we may again face a critical lard problem. One possible solution to this problem may be in the development, production and feeding of types of hogs which yield less fat. Perhaps much can be done to improve the keeping quality of our lard to put it on a par with shortenings made from vegetable oils.

It is possible that we will continue over a period of years to supply some meat and lard for shipment abroad. But I think we should not overlook the fact that in the years to come, consumers in the United States will be, by all odds, the largest market for our meats and other livestock products. In the years since 1941 it has not been necessary for either the producer or the packer to give much consideration to the specific wants of American consumers.

A Buyer's Market Ahead?

With the potential capacity for production of livestock and meats that now exists, it is possible—or maybe I should say probable—that the day of the seller's market is not permanent.

All of us know that most consumers like meat, and some of our experience during the war indicated that they would go to great lengths to get it. However, with the plentiful supplies we may have one of these days, consumers may become more selective. Many of them now do not like the idea of taking a number and waiting long periods to be served at the retail meat counter. Perhaps many of them would like to buy cuts of meat without excess bone or fat. I mention these factors only by way of illustration of the probable importance in the future of some things which might help to improve our methods of distribution.

Still another possible improvement in our distribution of meats may be the expansion in the sale of meats on the basis of federal grades. Since compulsory grading was discontinued with the expiration of price control, the volume of meats graded on a voluntary basis has been much greater than before the war. In the Department of Agriculture it is our feeling that grading of meats on a voluntary basis is a sound and constructive way in which this service can be offered and rendered. We realize fully that our present system of grades is far from perfect, and in the years to come much work should be done for the improvement of the service. For example, a more objective basis for the determination of the grades of carcasses and cuts is an important need. This and other problems connected with grades and standards for meats can be solved only by a continuing program of research.

We cannot, and should not, expect a

Present and Accounted For at NIMPA Convention

1. Figuring angles to material handling are E. A. Wendell, Chicago district sales manager, and J. O. Durant, sales engineer, both of Link-Belt Co., Chicago.

2. French Oil Mill Machinery Co., Piqua, O., was represented by C. B. Upton, general manager, and Joseph C. Mellon, sales engineer.

3. On hand to greet packinghouse friends were W. E. Oliver, general manager, and W. J. Oliver, sales, both of the Afral Corporation, Chicago.

4. R. H. Furtney, Gold Medal Packing Co., Utica, N.Y., and R. W. Earley, R. W. Earley, Inc., New York city.

5. Howard R. Medici, vice president of the Visking Corp., Chicago, and Mrs. Medici, enjoyed the convention.

6. Ready to go places are G. W. Ashlock, sales, Westerlin & Campbell, Chicago, and R. E. Miller, sales, York Corporation, York, Pa.

7. Charles Wax and Edward Wax, both of the Edward Wax Casing Co., Chicago.

8. Among the packinghouse design and equipment experts attending the convention were Daniel Dohm, jr., president, and George Nelke, secretary-treasurer, Dohm & Nelke, Inc., St. Louis.

9. Basic Vegetable Products Co., Vacaville, Calif., delegation at the convention included J. Benzie, Chicago sales; E. G. Hoxie, midwest sales, and Paul J. Schluter, manager, and northwest sales representative of the West Coast firm.

10. A. F. Pahlke, meat products division, American Dry Milk Institute, Chicago, apparently was snapped getting cheerful news.

11. Canned meats were promoted with a smile by H. E. Staffel, president; R. R. Clark, sales manager, canned meats; J. F. Hurley, procurement manager; J. W. Sparr, production manager; Harry Miller, vice president, all of the Ready Foods Canning Corp., Chicago, and William Dinnon, sausage superintendent, William Davies Co., Inc., Chicago.

12. Old buddies meeting at the convention: Charles V. Franklin, Mound Tool Co., St. Louis, and H. K. Hirsch, sales manager, Enterprise, Inc., Dallas, Tex.

13. Planning a RuJak installation are Frank J. Norris, sales department, R. L. McTavish, vice president, and John A. Dupps, president, John J. Dupps Co., Cincinnati, O.

14. H. G. Dippel, president, and Carl E. Dippel of C. E. Dippel Co. of New York City.

15. At home in the hospitality atmosphere: Ralph Ettlinger, Ralph Ettlinger & Sons; R. G. Denton and R. W. Morris, Morris Laboratories Co., New York, and Ralph Ettlinger, jr., Ralph Ettlinger & Sons.

16. J. B. Baughman and E. A. Burhard, casing sales; A. J. Horgan, western sales manager, and L. R. Swift, casing sales, all of Sylvania Industrial Corp. of Fredricksburg, Va.

workable answer or solution to any of the major problems confronting the livestock industry to be given categorically by representatives of producers, processors or the government. For the most part, solutions must come through adequate research. As in the past, this research must and will be performed by the industry itself, by state institutions or agencies, by the federal government and with the cooperation of all those groups.

Continued Research Needed

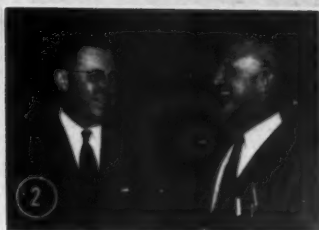
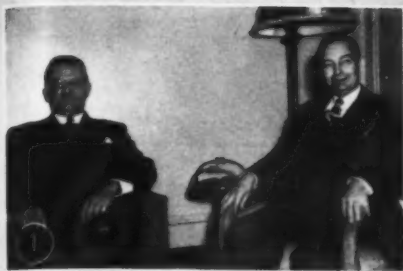
In order to provide effective stimulation to the performance of needed research for farm products, legislation was enacted by the Congress last year authorizing the Secretary of Agriculture to conduct research and to enter into cooperative agreements with experiment stations and other state agencies and private industry to conduct research. This legislation is officially designated as the Research and Marketing Act of 1946, but many of you may know it as the "Hope-Flannagan Act." Work authorized under this law covers a broad field. Title I of the act is primarily concerned with research designed to promote efficient production and utilization of farm products. Title II of the act authorizes research into all phases of the marketing of farm products, with such research to include preparation for market, processing, packaging, handling, transporting, storage, and distribution, as well as other important problems. Title II also pro-

vides that in the conduct of research, the Secretary of Agriculture may cooperate with other branches of the federal government, state agencies, private research organizations, agencies or associations of business and trade organizations, and persons or corporations engaged in the production, transporting, storing, processing, marketing and distribution of agricultural products. I am sure that you will be interested to know that the first sentence of Title II reads like this: "The Congress hereby declares that a sound, efficient, and privately operated system for distributing and marketing farm products is essential to a prosperous agriculture, and is indispensable to the maintenance of full employment and to the welfare, prosperity and health of the nation."

Maurer Named on Committee

Title III of the act provides that the Secretary of Agriculture shall establish a national advisory committee to make recommendations relative to research and service work authorized by the act. This overall advisory committee was named several months ago and is already at work. In addition to this general committee, the Secretary of Agriculture has also named advisory committees for the important agricultural commodities, for the purpose of making recommendations on the research program for each commodity. I am glad to say that the president of your Association, A. B. Maurer, was chosen as a

(Continued on page 68.)



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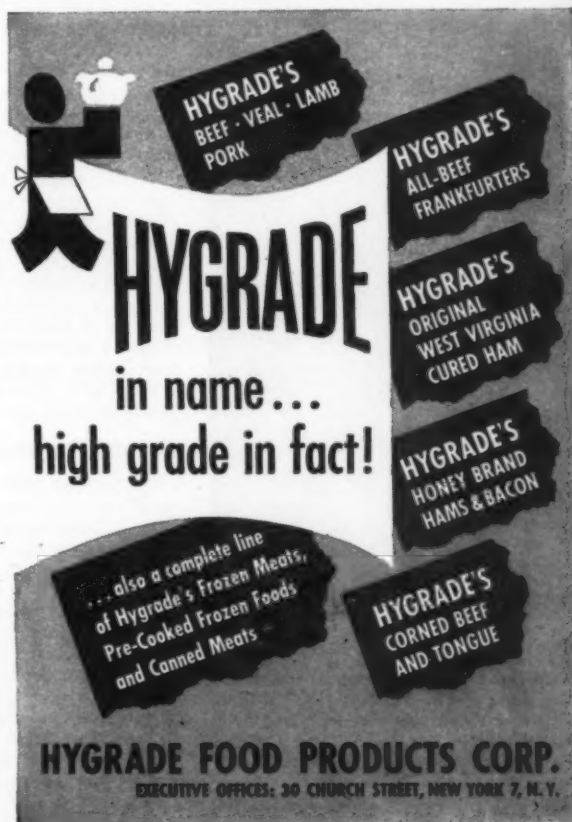
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member of the livestock advisory committee.

I would like to stress again that, for many of the problems which confront the livestock and meat industry, needed research can and should be continued by private agencies, state institutions and similar organizations which have made such valuable contributions in the past. Research authorized by the Research and Marketing Act of 1946 is intended to supplement and be in addition to other work now in progress. The act does provide, however, for the authority to attack intensively many problems which under other circumstances might not receive adequate attention for some time. Certainly, with the active cooperation of state and federal agencies and private industry, we should be able to accomplish a great deal.

CHAIRMAN MAURER: I want you to hear an address by Joseph G. Montague, counsel for the Texas and Southwestern Cattle Raisers' Association, on "A Producer's Report from Washington." Judge Montague is very well known to a great many NIMPA members. He spoke to our Association at our annual meeting last year. During the war, and at least until OPA controls were lifted, he spent a great deal of time in Washington, working with other leaders in the livestock and meat industry for the mutual benefit of both the producer and the meat packer. I am sure he has an interesting message.



LOUISIANA AND OKLAHOMA

TOP: Fred Dykhuizen (left) president, Dixie Packing Co. of Arabi, La., NIMPA's southern division vice president, and A. R. Wallin, Longino & Collins, New Orleans, new NIMPA director. **BOTTOM:** Karl B. Drowatzky, assistant manager, Turvey Packing Co., Blackwell, Okla., and Sam H. Turvey, who is a partner in the same firm.

FOOT-MOUTH IN MEXICO AND CONTROL MEASURES

J. G. MONTAGUE: A year ago, I had the honor of addressing this convention and I feel doubly honored that I have been allowed to come back. I thought probably that one infliction upon you would be about all that you could stand and when I was invited to come back again, it really was looked upon by me as being a true and a genuine honor and a distinction that I did not deserve.

Last year I had a pretty good subject on which to talk. At that time, we were laboring under the difficulties imposed upon us by OPA and several other war agencies. That was an inexhaustible subject for conversation and I did not lack for things to talk to you about. This year, my subject is gone, and thank God that it is! There is an old proverb that runs something like this: "Concerning the dead, let nothing but good be said," so if I am limited to that in speaking about OPA, I have only two good things that I can say. The first is that it's dead! That is the best thing I can say. And the second one is that out of the experience we had over those years of living under the domination of OPA, we learned one very good thing, and the fact that I am here illustrates what I mean. We learned the inestimable value of cooperation and coordination in the working of all segments of the livestock and meat industry on joint problems.

I will venture to say that prior to 1941 no one in the industry had the slightest idea that all branches and segments of this vast industry could be brought together and their efforts coordinated, and that they could all sit down around a table and work together and come to a joint and solemn answer to almost any problem. Yet that happened many times during the war period, and I hope will continue to happen in the years that are to come.

Working Together

We learned that you, the independent meat packers, the livestock marketing agencies, the stockyards companies and the producers of all types of livestock, have sense enough and have unselfishness enough to be able to sit down and talk over our problems and come to an answer that ought to be the fair and the right one from the industry standpoint. If it is right for that, it must be right for the consumers, because they likewise are an essential part of our industry. So I think that one good thing has grown out of our years' experience.

Let's not let that pass by; let's not forget that lesson. I think it is so important that in these years to come



J. G. MONTAGUE

when we have meetings like this, that somebody—I don't mean me, because you have honored me sufficiently—but that somebody from the producing segment of the industry be allowed to talk to you. We hope that you in the future will do as you did this year, and send your president down to our conventions, or somebody representing you, to tell us your side of the story, so that we can all get together and work out what is right, and do it with that degree of unselfishness and intelligence that has marked our efforts in the past. Let's remember that lesson and be guided by it.

Mr. Richards touched upon the subject that I wanted to talk to you about today, the existence of foot-and-mouth disease in Mexico, but I want to add something to his remarks concerning that problem. I think it is a problem that is of mutual interest to you and to us because it is axiomatic that if we get the foot-and-mouth disease in the United States, the production of all types of livestock will be tremendously affected, not only in numbers but the type and quality of the cattle and sheep and hogs that come to the market will be very seriously affected.

He told you that it is a virus disease and is the most contagious of all diseases known to science, and that includes even the diseases that affect human beings. There is no disease, according to the scientists, that is so contagious and infectious as this virus disease known as foot-and-mouth disease.

No Cure For Disease

Probably a lot of you will remember 1914 and 1915 when 22 states were affected by the disease that started up in Michigan. A great many, well, practically all of the states around here were affected by it. Even the Chicago stock yards had to close for a while on account of the disease. You remember they dug trenches and shot and buried thousands upon thousands—I think something like 79,000 head of cattle and over 100,000 head of hogs.

There was then and there is now no known cure or preventative for the disease. There have been two types of vaccine developed, one in England and the other by the Swiss and Germans. However, our scientists, and even the British and the Swiss scientists, tell us they are ineffective. They will tend to prevent the disease breaking out for probably as much as four months, but they do not even kill the virus in the particular animal in which the vaccine is injected. Vaccine has only a retarding effect and its use has been proved to be wholly ineffectual as a cure or a preventative for the disease. Foot-and-mouth disease is a thing that we want to avoid in this country because it would materially reduce the number of livestock coming to the markets and the type and quality of the meat that you would get from those livestock. It would affect producers, because it would just be ruinous to any ranch man who got the disease on his place. All of his livestock would have to be slaughtered and

(Continued on page 72.)

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buried and he would have to start over and, of course, that means bankruptcy to any man who is unfortunate enough to get the disease in his herd.

When the disease broke out in Mexico, the producers of livestock became very much agitated. We got to looking into how it happened and why and I think that is a story that you ought to be told. Some of these facts we knew before the disease appeared and others we learned afterward, but before going into the facts I want to call your attention to three things. We have two laws on our books dealing with foot-and-mouth disease. The first is the Tariff Act, which absolutely prohibits the importation of livestock or meat, or the uncooked products of livestock and meat, from any country where foot-and-mouth disease is known to exist.

"We have a Sanitary Code that has practically the same provisions.

Then we have a treaty with Mexico known as the Sanitary Treaty, which binds each country not to import into it any livestock from any country, or the products of livestock from any country, where foot-and-mouth disease is known to exist. We have had that since about 1928. However, in October, 1945 there was an importation of Brahma bulls into Mexico from Brazil, a country where foot-and-mouth disease is known to be always present. I believe the scientists call it endemic down there. These bulls were distributed over Mexico. Eighteen of them got into Texas, and that is when we first learned about the bulls having been brought from Brazil.

Bulls Legally Admitted

These bulls came into Texas under federal permit for importation. Of course, we then became very much worried about the situation and were scared to death. We immediately quarantined those bulls and the ranches where they were taken when they first came across the border, and they are still under quarantine today.

They got into Texas in January, 1946. Fortunately, there has been no development of foot-and-mouth disease from the importation of any of those bulls, either in Mexico or in the United States. That first shipment seemed to be free of the disease and none of them was a carrier, a situation for which we can only thank Providence.

Then, in spite of very vigorous protests by the livestock industry, the U. S. Department of Agriculture and the U. S. State Department, a group of people living in Mexico—and I think two of them were American citizens, but the majority of them were Mexican citizens—went down to Brazil and assembled a shipment of 327 bulls to bring into Mexico, with the idea that a great many of them, after they had stayed in Mexico for 60 days and thereby had become Mexican citizens, would be allowed to come across the border under the treaty in existence. In fact, sales had been arranged in 19 different states, even in Illinois.

The protest was lost by our govern-

OHIO PACKERS FACE CAMERAMAN

Left to right are Robert K. Boeckman, president, J. J. Boeckman & Son Packing Co.; Walter E. Focke, vice president of Wm. Focke's Sons Co.; and Urban G. Focke, secretary, Wm. Focke's Sons Co., all of Dayton. They were among the early registrants who arrived in Chicago on Tuesday to attend sectional meetings.



ment. It had been lodged with the Mexican government prior to loading the bulls on the ship in Brazil, but the protest was ignored. The bulls were loaded on the ship and brought up to Vera Cruz, Mexico. However, they were not allowed to land at once, as we had renewed and strengthened our protests, and the bulls were kept for several weeks on the ship at Vera Cruz. However, on May 12, and in spite of all the protests, those bulls were brought onto an island in the bay at Vera Cruz.

How it happened, the Lord only knows, but I think there were 326 bulls and one steer. Now, what he was doing in that shipment, nobody knows, but that is a fact. He may have been one of these old judas steers, but he was there.

The bulls were landed at Sacrificios Island and the Mexicans promised to keep them under very strict quarantine and not to allow them to come onto the mainland until the matter had been worked out with the government of the United States. However, we learned that the quarantine was not sufficient to give any assurance that there would be no transmittal of the disease from the island to the mainland in the event it broke out on the island. By the way, these bulls had been given the vaccine that I spoke about a while ago.

Livestock Embargo

So in June our government was very much worried about it and we placed a complete embargo on the importation of all livestock and livestock products from Mexico into the United States. We absolutely closed the border to the importation of those products.

You remember that we were then having a pretty merry time about the extension of OPA and the stock people were accused of being on a sitdown strike and you people had all kinds of accusations made against you and there was a shortage of meat. When the law was enforced, and the embargo was placed on the importation of Mexican cattle, quite a furore went up from certain segments of the consuming group who were not acquainted with the facts. They said that this embargo was at the instigation of the big cattle producers and things of that kind and that, in reality, there was no danger from

those cattle. There was quite a movement at that time to allow the importation of fresh meat and livestock from Argentina and Brazil and other countries of South America, in spite of the fact that every one of those countries that I have mentioned has foot-and-mouth disease constantly.

Well, that was going on when those bulls were on the island and the embargo was placed on the importation of Mexican cattle. The joint agricultural commission of the United States and Mexico met in Los Angeles in July and at that meeting the danger of the situation was brought home to the Mexican officials and a solemn agreement was made and signed by the commissioners of both countries and approved by the then Secretary of Agriculture of Mexico and the Secretary of Agriculture of the United States. Under its terms Mexico agreed that those bulls would not be allowed to come from the island onto the mainland; that they would be trans-shipped back to Brazil or be given the United Nations or something else be done with them; at least, that they would not be allowed to land on the North American continent.

That agreement was solemnly made and very solemnly disregarded. On September 28 all of the bulls were brought onto the mainland, landed in the state of Vera Cruz and were taken out to a ranch called the Serrano ranch near the city of Vera Cruz.

Now, you remember that the reconrol board had come in at that time and reconrol was just playing the devil with us and we were having an awful lot of difficulty and the government couldn't handle the situation. They finally became aware of that fact and on the night of October 17 the President made his memorable speech in which he said that he had directed that the controls be removed from livestock and meat. In that speech, as a sort of a sop, he laid out the proposition that he had also become thoroughly satisfied that the danger that had been thought to exist from the importation of Mexican cattle had passed and that he had lifted the embargo that night and directed that cattle that were in Mexico wanting to come up on this side of the river be allowed to come.

That was the night of October 17,

and on October 18, foot-and-mouth disease broke out in Mexico. However, the embargo had been lifted by presidential order and quite a lot of cattle came into this country.

We didn't know that the disease broke out as soon as it did. In fact, we did not learn about it until there had been a change of administration in Mexico. They had an election down there in November and the new president was installed in office and the new administration came in the first part of December. Shortly after the new administration took charge, exactly on December 18, the Mexican government officially notified us that they were afraid they had foot-and-mouth disease in Mexico. It had not then been diagnosed definitely, but the Department of Agriculture sent a couple of scientists down there in a hurry and on December 26 our experts on the disease did definitely diagnose it as foot-and-mouth disease. By that time, they had had it then for two months in Mexico but we had not known about it.

Much Territory Affected

It has spread over considerable country, mostly to the east of Mexico City and in and around Mexico City, and it has done a terrible lot of damage. The reports that we get from there are to the effect that all of the calves under six months that get the disease die; that the percentage of death loss of the grown cattle is not large, running probably 4 to 5 per cent, but that those cattle that do get it are just not worth anything afterwards; they just lose all the flesh they have and they are in very poor condition to ever regain any flesh.

The disease has now spread in Mexico to where it is in 13 states and the federal district. The City of Mexico is about in the central western part of the area and it runs from there to the east coast, Vera Cruz and Tabasco. It comes north as far as the southern extremity of the state of Zacatecas. It is approximately 300 miles from any point on the United States border. It has not come any closer than that.

The Mexican government established two types of quarantine down there. Around the affected zone, they established what is supposed to be a very stiff quarantine with something like 20,000 soldiers on the quarantine line. That is the affected zone. In that zone, no livestock is allowed to come out at all and all traffic in and out of there is disinfected. They have not started any slaughter program in that area. Then, outside of that area, they have a buffer quarantine for approximately 75 to 100 kilometers, and that zone also has a quarantine line around it. In that zone, in the event an outbreak of the disease occurs, all of the cattle in the herd where the disease appears are slaughtered, buried in quicklime, and that seems to have been done pretty well. There have been at least three outbreaks in this buffer quarantine zone and in every instance the Mexican people seem to have done a pretty good job of stamp-



"OLD TIMER" TAKES TIME OUT

C. W. Diekmann, Specialty Mfrs. Sales Co., Chicago (left) dropped into *The National Provisioner* hospitality suite to talk over past convention experiences with Lester I. Norton, NP vice president.

ing these outlying outbreaks out and the disease has not been allowed to spread up into any additional states. However, it is in thirteen states and the federal district.

We do not know how many head of livestock are affected because the census is admittedly very inaccurate. I have had estimates given to me by officials all the way from 1,000,000 to 2,000,000 head of cattle and up to 4,000,000 head of sheep, hogs and goats, making a total of 6,000,000. I have had other officials estimate way below that. We do not know how many head of livestock will have to be slaughtered.

We are in a most peculiar position in our industry. I mean your industry as well as mine, because this is a national problem; it is not one limited to any particular segment of the industry; it is not limited to any particular area of the country. The scientists have been telling us all along that they fear an outbreak up in New York or in Illinois or Ohio just as much as they do on the border, for the simple reason that so many tourists go down into Mexico and into that infected zone, and, just after being around some of these cattle that have the disease, they take a plane and in ten or 11 hours they are back in Chicago or Cleveland or New York. They might go out in a dairy herd there and be carrying the disease in their clothes or on their shoes and within 48 hours you would have an outbreak there.

Threat to Industry

We have been awfully, awfully lucky that that has not occurred. But I want to emphasize this point, that it is not a localized problem but it is a national problem, and one of serious proportions. We cannot afford to allow that disease to get into this country. We have got to fight a defensive battle and we would rather fight it down in Mexico before the disease gets up into this country than to wait until it gets up here. If it is allowed to spread all over the Republic of Mexico, then our scientists and everybody tell us it is a hopeless task, if it does that, to ever stamp it out down there and we will just have to learn to live with it, a thing that we just couldn't do under our conditions.

For instance, no man who has any intelligence at all would buy a string of steers and put them into the feed lot

and build them up from, say, 800 lbs. to 1,200 or 1,300 lbs., with the constant danger hanging over him that just as he got them right for the market, they might get foot-and-mouth disease and that every pound they had put on them would be lost and a lot more wasted in addition, even though none of them did die. If the disease broke out in this country, the feeding industry would not exist. There wouldn't be any fed cattle.

The same thing is true of sheep. And what it does to hogs is even worse than what it does to cattle. The death loss there is much higher and, of course, the flesh loss is almost complete.

It is a problem that we just can't allow to go unanswered. The fact that our government was willing to go into Mexico and make the fight down there was, to us, a most gratifying experience. The fact that our State Department and the Department of Agriculture cooperated with the respective Mexican departments and worked out a program by which the two countries will stamp out the disease by joint effort, paying approximately 50-50 on the deal, half of the expense to be borne by us and half of it by Mexico, is to us a most gratifying experience.

Problem On Top of Us

The morality of the proposition, of course, lies all on our side. We are not at fault in this instance and, while the Mexicans may be at fault, yet it has gotten beyond the point of morality; it is not a question of who is right or who is wrong; it is a question of the actual facts that exist now and meeting the problem that exists.

It is just exactly like this: If your next door neighbor came home with a case of smallpox and, of course, endangered his wife and all of his children, that would constitute a danger to you and your family and all of your children just as well and it wouldn't make any difference how he got the disease. He might have gotten it attending church or he may have gotten it otherwise. The question of the morality in this instance is not involved. We have a serious problem, one that must be met and fought, and the producing segment of the industry is very alert.

We would be most gratified and grateful to you if we could arouse your interest. We don't know at this time exactly what may be necessary in the future, but my anticipation is that somewhere down the line, and not too far away, an additional appropriation by the Congress of the United States will be needed to make this fight in Mexico. We are going to need all of the help from every segment of the industry in order to carry this fight on in Mexico and to prevent this disaster happening in this country. We hope that the lesson of cooperation that we learned in our OPA fighting will not be forgotten and that when the time comes to go before Congress and ask for additional appropriations to make the fight, that we can ask for it and be sure of your support. I feel certain that we will have it.

(SESSION 3 begins on page 76.)



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NIMPA—Session III

Speeches by SCHNITZER, GILBY and JESPERSEN

THE April 17 afternoon session was called to order at 2:30 p.m. Vice president G. W. Cook presided.

CHAIRMAN COOK: I would like to say a few words about NIMPA. I was at the first meeting and some of you folks were too. We have grown since then. If you want to belong to other organizations, that is all right—that is your business. I want to see NIMPA go on and on. There is a niche in NIMPA for every one of us small packers. As Mr. Maurer said, NIMPA members are always friendly with one another. I want to see the Association grow.

The first gentleman to address us is Julius G. Schnitzer, chief of the textile and leather division of the Commodities Service, U. S. Department of Commerce. His subject is "Profitable Hide Handling by Small Packers."

J. G. SCHNITZER: I was flattered at the invitation to talk to you on the subject of hides. Since I realized how controversial this subject is in your branch of the trade, I considered it a compliment to be asked to discuss it with you. However, it reminded me of the statement by a well-known educator who said that nothing tends to blend character in a man as much as a pat on the back, provided it is done hard enough, low enough, soon enough, and often enough. It looks like I have been asked to give you each a pat on the back on this occasion.

In my almost 25 years with the Department of Commerce, my activities have been very closely connected with the trade in hides and skins, and I feel that this has afforded me sufficient opportunities to observe the trade very closely and to form certain definite conclusions. While I do not expect all of

you to agree entirely with my observations, I am hopeful that my comments will give you some food for thought and discussion.

Before I go into the general theme of my talk, I would like to emphasize some very elementary facts about hides. I realize that you are all aware of these, but I do not feel that repetition of them can do any harm. Hides are important commodities in international as well as domestic trade but they are actually by-products of the meat industry. I am sure we will all admit that the animals are killed for the meat and not the hide so that the demand for the latter has no effect on the rate of cattle slaughter.

Only One Big Consumer

Another very pertinent fact is that there exists but one important consuming industry for hides, and that is tanning. Of course, there are a few minor consuming industries, such as glue and gelatin manufacture, but these cannot afford to pay as high a price for hides and skins as do the tanners, so they must be content with cuttings or types not suitable for tanning. Before going into the theme of my talk, I would like to tell you of the question recently asked in one of the public schools in Virginia on a semester quiz. I believe the answer might be of interest to you. The question was: "What is the most important use of a cattle hide?" and the answer was: "To hold the animal together."

I am glad, too, that the problem of export control on hides is pretty well settled and, I hope, to your satisfaction. While I do not have any direct activity in regard to export control, part of my function has been to supply the government officials interested with pertinent statistical and trade data. During the trade activity in regard to this problem I was accused by the big packers of being partial to the small packers, by the small packers of being partial to the "big four," by both groups of favoring the shoe and leather trades, and by the latter groups of representing the interests only of the hide producers.

It was one of those occasions that frequently arise in government where a person is damned if he does and damned if he doesn't. I think the decision finally reached was the only one that could have been made as a result of the facts presented by all branches of the industry at the hearing held by the export control officials in Washington last month. With this off my chest, I think it is time to develop the theme of the subject on which I was asked to speak.

In the hide trade there has been for many years a sharp line of demarcation between hides produced in the so-called big packer plants and those removed in smaller slaughterhouses, or those collected from butchers and rural producers. (A new type has recently appeared on the market, this being the kind removed from animals killed by or for locker plants.) It is quite true that some of the progressive small packers have emulated the quality flaying operations and care used in the cure, grading and delivery of hides by the larger packers, and these have obtained premium prices on the market. For the raw hide supply as a whole there remains a distinction in terms of quality and economic utility between big packer production and hides from other sources. Under prevailing market conditions it has been taken for granted that the big packer hides will sell at higher quotations than those from other sources.

This assumption, however, is based on fundamental reasons which you cannot entirely disregard. Producers and sellers of hides must realize that the hide and leather markets are extraordinarily competitive. There are few other industries which are subject to equally acute competitive pressures. Conse-

1946-47 DIRECTORS AT ANNUAL DINNER MEETING

Two views of the dinner meeting of the old directors held on April 15. After dining, the association's leaders cleared up current business and put things in order for the new officers who took over later.



J. G. SCHNITZER



quently, when the tanner buys raw material his purchase is predicated upon the realization prices for leather. Since the leather market is normally intensely competitive, it is necessary for the tanner to purchase hides on a basis which will yield maximum value per dollar of raw material cost. Therefore, if big packer hides have sold at differentials above small packer and country types, the basic reason has been greater yield and lower net cost to the tanner as reflected in potential leather selling prices.

I want to emphasize the fact that the competitive forces which dominate hide and leather markets must dictate payment of higher prices for greater value. This begins at the tanners' level, but it is also reflected in comparative prices of raw material. No better illustration of this fact can be used than that of the behavior of markets since OPA decontrol. Quality hides in this period have sold for as much as 6 to 7c a pound higher than inferior selections because the difference in inherent value of raw material involved at least a commensurate difference in leather selling prices.

The factors which determine the wide differences in selling prices of big packer hides and other types are generally considered to be the following:

Why There Is a Difference

(1) *Takeoff.* Observations verify the fact that efficiency and skill in take-off are generally greater in the case of large packing establishments than are found in connection with hides obtained from other sources. From the tanners' viewpoint, takeoff directly affects quality since it involves the possibility of cuts, scores, or other injury to the hide substance. In addition, a given pattern and minimum of non-hide substance are also important.

(2) *Cure.* Another important element is cure because the use of good salt and proper storage can account for a substantial difference in hide quality.

(3) *Trim.* A highly important consideration which directly affects relative values in hides is trim. Big packer hides are usually trimmed in accordance with explicit trade standards. Proper trim reduces flay, handling and processing cost and this reduction is the principal reason why trimmed hides command premium prices.

(4) *Delivery.* This term implies a variety of possibilities. In general, proper delivery represents the effort by a seller to convey material in merchantable condition. When hides are sold with the assurance of good delivery, according to standards accepted by buyer and seller, the price is likely to reflect a premium over material sold under uncertain delivery. I could talk to you at considerable length upon the significance of good delivery, but instead would suggest that you read the pamphlet issued by the Tanners' Council of America entitled, "Approved Standard Practice Governing the Takeup and Delivery of Domestic Packer Hides."

The assertion has frequently been made that if all hide producers and



BAY STATE REPRESENTATIVES

Left to right: Willis Peet, Guy Barratt and T. O. Jones, all of the Peet Packing Co., Bay City, Mich., and R. D. Stearns and Douglas G. Peet, of the Peet Packing Co., Chesaning, Mich., face The National Provisioner camera.

sellers adopted better standards of takeoff, cure, trim and delivery the market price would ultimately discount such improvement. For several reasons it is my opinion that such an assumption is entirely incorrect. In the first place, I could not visualize all producers, collectors, dealers, brokers, and sellers adopting standard classifications. Therefore, I am certain that a sufficient quantity of raw material would continue to be sold upon a basis which would reflect either a discount in price or a premium. Also the complete and thorough character of competition in the tanning business must inevitably yield a higher price for better value. The tanner who can realize a cent per pound or per foot for leather because of the quality of his raw material must pass along at least a part of such higher prices in purchasing this type of raw hide. As I see it, he has no alternative because in order to continue to receive the advanced quotations for his own product, he must be prepared to pay a better price for hides.

Better Hides—More Money

I believe that this fact has been demonstrated so frequently and so thoroughly in practice that it appears impossible to question the conclusion. For example, every hide dealer knows of several small packers or a few sellers who consistently get the edge in a competitive hide market. Such sellers either obtain a higher price for their hides or, other things being equal, they get the first call from the buyers. The advantages in that position are so clear cut that it is difficult to understand why more producers do not make the effort to sell a better product and secure a higher return.

Losses running into millions of dollars result each year because of poor quality in hides. It is true that some of these losses occur before the animal is

slaughtered. As an indication of what total U. S. losses are from poor hide quality occurring before the animal is marketed, I would like each one of you to think for a minute of the total extent of damage because of brands, grubs, and barbed wire scratches on the hides of animals which you have purchased.

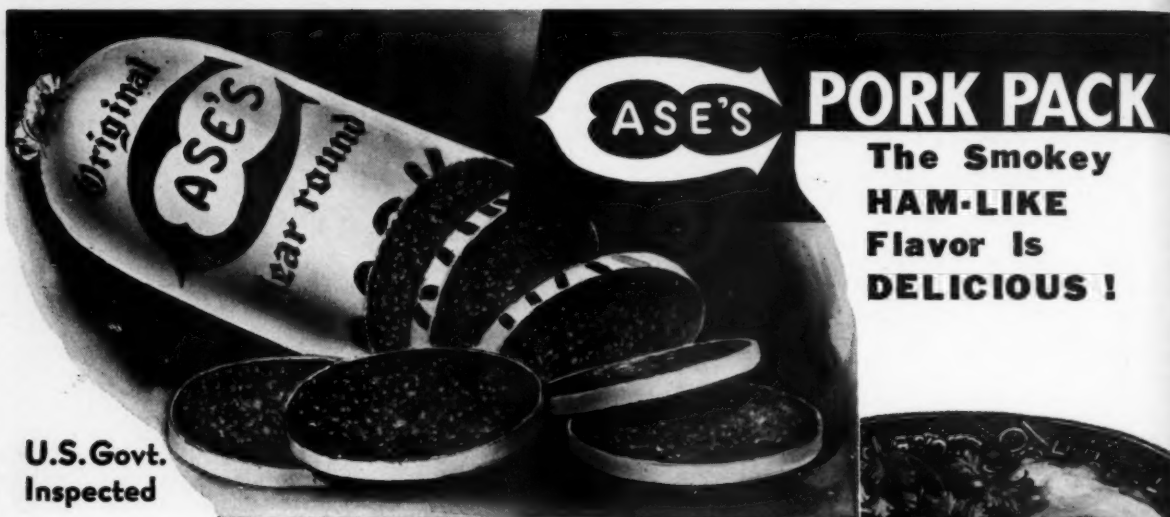
However, no matter what this total may come to, you will find that it is not generally as great as other losses which result from careless handling during or after hide removal, poor flaying and inefficient cure in small packing establishments. It would be most desirable for all branches of the livestock, meat, and tanning trades, as well as the ultimate consumer, to reduce this vast economic waste to an absolute minimum and I believe that members of NIMPA could accomplish much in this regard.

There is one other suggestion I would like to make which I feel would be beneficial to both producers and consumers of hides. This is that you seriously study the desirability and possibility of establishing an acceptable standard of grading for the types of hides and skins you produce. A committee from this group could meet and discuss this with representatives from the tanning industry. Such a meeting should result in formulation of tentative schedules which could then be passed upon by each of the industries concerned. When there has been general agreement regarding standard grades, they should be established as such in all transactions for the leather raw materials you produce.

I have enjoyed this opportunity of meeting with you. Whenever we in the Department of Commerce can be of service to the members of the National Independent Meat Packers Association, either individually or collectively, I trust you will communicate with us.

CHAIRMAN COOK: Mr. Schnitzer hit the nail on the head when he said

(Continued on page 80.)



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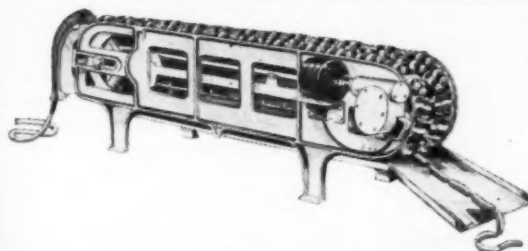
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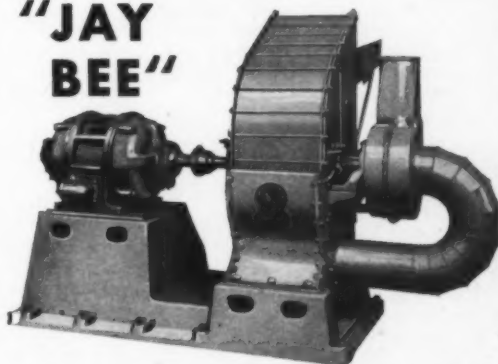
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FRANKLIN, TENN. Dept. 80

that it would be a good idea for this association to have a hide committee. We have other troubles with hides besides the curing and sale to the tanner. I think this question should be brought up before our new board of directors at the next meeting.

I have been around packinghouses for a long time and I certainly want to thank Mr. Schnitzer for his discourse. These things slip out of our minds—we get busy with prices, sales, and such items. I have been to tanneries and I know their troubles. Just think of the waste when we don't take care of our hides properly.

As far as the big packers are concerned, we have some small packers who have their cuts and scores down to about 5 per cent and, when they cure their hides properly, they get better prices. If you get a competent broker, you will be surprised how he will note your hides after they have gone through. If your hides are a little bit better than those of somebody else, you will sell them and they won't and you will get a little better price. I see that every day.

JOHN A. HEINZ: Mr. Schnitzer spoke of trim. Isn't there a standard trim that the hides must have, switches off, and also claws, ears and nose, before the tanner buys them? I am speaking of the small packer.

J. G. SCHNITZER: There has been no agreement between small packers and tanners regarding standard trim. There has been an agreement between big packers and tanners regarding standard trim. My suggestion is that the small packers get together with the tanners and establish a standard trim. There is no such thing as a standard trim now in small packer hides. I don't know if there ever was.

J. A. HEINZ: Back about 15 years ago they gave us a 4 per cent premium to take claws, nose and switches off the hides. Today we don't get that premium.

Should a subsidiary of a big packer, which has inferior labor, receive more for his hides? I believe that many of their hides are scored as much as the small packer's, and perhaps more.

J. G. SCHNITZER: I don't know if that is done. I have seen deliveries of hides from both sources. I have seen some fairly poor quality big packer hides and I have found that tanners haven't paid any more for those hides than for similar material from small packers. Tanners are interested in quality.

J. A. HEINZ: I can appreciate that and we deliver quality to them. During OPA the big packer received 15½¢ and the small packer 15¢. On the same basis, the big packer gets 31¢ and the small packer should get 30¢. We don't get close to it. They are showing 3 or 4 cents labor differential, and that has to be stuffed down their throats.

J. G. SCHNITZER: The big packers have been more active in working with the tanners and they have been suc-

MISSOURI TRIO WAITS TO SIGN

The photographer caught Wm. G. Mueller, jr. (left), president of the American Packing Co., St. Louis, Mo., and president of NIMPA for 1947-48, as he waited in the exhibit lobby with Eugene Olaszewski, secretary-treasurer, American Packing Co., and Wm. G. Mueller, III, of the same organization.



cessful. I don't think that you have made an effort to do the same thing. I think if you make an effort as an industry group you can accomplish the same results.

J. A. HEINZ: The hides out of the big packers' establishments are no better than those from the small packers' plants. We give them the same cure, the same type of delivery, and the same trim, but we don't have the Swift or Wilson name tied to them.

J. G. SCHNITZER: As I said, I have seen good hides from small packers and it was very difficult to differentiate in trim, quality, cure, etc. from those coming from the big firms. I have been told, and I only know what I have been told and observed, that the prices paid for such good small packer hides were more than for the general run of small packer hides.

I have also seen hides from small packers which had been dragged along the floor. They were dirty and had stains that were difficult to remove. They showed up in the tanning and as a result they had to be Japanned. I am not trying to change your opinion; I am just trying to tell of my observations.

J. A. HEINZ: Throughout the span of a year the big packers slaughter more common cattle than the small operators. That has been proved. We produce a better hide from a better grade of animal. We get less money for it because we don't have the tannery to which to sell them.

J. G. SCHNITZER: In your opinion, the general run of small packers have hides just as well cured, flayed and of as good quality as the large packer?

J. A. HEINZ: I can't speak for anyone but myself, but I will say this—our beef carcasses are graded the same as the big packers' and the hides off the same animals should be the same.

J. G. SCHNITZER: You don't get any premium price?

J. A. HEINZ: No.

CHAIRMAN COOK: I think this gentleman is trying to tell you, and I think you know yourself, that there are a lot of small packers who have hides that are not carefully handled.

I know that I had some hides that were very well taken off and the tan-

ner told the man who sold them to him that our hides were better than Swift's. These were light cow hides. I agree that we should get just as much as they get, and I think it is about time that we started out with concerted effort on our part in the way of a committee, etc., to teach the tanners that our hides are good and that we are going to get paid for them.

A. B. MAURER: I would like to ask Mr. Schnitzer to define for me the term "quality" in a hide. Excluding trim, talk about quality. You spoke of takeoff, handling, etc.

J. G. SCHNITZER: Those have to do with the quality. If you want a technical description on hide fibers and such I am afraid that I can't give it to you. I was talking about hide quality as affected by take-off, cure, etc.

A. B. MAURER: Doesn't the care of the hide before it is taken from the carcass have something to do with the hide it produces?

J. G. SCHNITZER: Yes, it does. The quality hide is smooth and close-grained in appearance.

A. B. MAURER: The point I am getting at is this. Insofar as a hide's value is determined, quality is meaningless. If you take a hide off a 1,000-lb. steer you will have a 60-lb. average hide, if it is a prime quality steer. By the term "quality" I mean prime in breeding, and the hide should be thick, soft and fine in grain. However, you get no more for that hide than you will from the one from a 1,000-lb. rough Mexican steer, provided it isn't branded, and if the weight is the same and the takeoff the same.

J. G. SCHNITZER: The suggestions I made would probably cure that. I think if you will watch the way in which the big packers have dealt with the tanners you will find that they have done it cooperatively. I don't think you have made a concerted effort to sell that same idea to the tanning industry, and that is the reason I suggested that both groups should get together.

A. B. MAURER: I think your suggestion is a good one. Don't forget that we did make an effort to take care of that situation during the war and I don't think we did a bad job.

The thing I am driving at is, what

does the word "quality" mean? I have never heard a more ambiguous term applied to meat and meat by-products than the word "quality." I don't think there is any such thing. You can sell South Texas light hides for as much or almost as much as big packer hides, and yet we all know that South Texas cattle lack in quality—if the term means anything—compared with the northern type of cattle and pure-bred cattle of other varieties.

J. G. SCHNITZER: When you discuss quality, you must remember that supply and demand may offset your quality standard. If there is a reduced demand for heavy sole leather, that will offset to some extent a demand for a certain type of hide which normally would get a high price. You must take into consideration the use of the specific hides that you want. Unless you do, you are going to run into those factors quite often.

A. B. MAURER: I think we are going to do what you suggest. But I still can't see why a thin, ratty little cow will produce a hide that will bring the same price as the hide from a pure-bred heifer.

J. G. SCHNITZER: It may be according to fashion dictates. There is a demand for patent leather. Patent leather hides are normally second quality hides because they want a thin hide or a split. If that demand is strong and they can't get enough of those hides, you have your economic law of supply and demand that will dictate. You will have more bidders for your limited supply. I don't think that situation generally prevails.

I can see that we are far apart on quality. I am just trying to explain my angle on it as I see it.

WILBUR La ROE: I would like to ask one question and raise one doubt. The question I want to ask is: What are the specific things that NIMPA can do to get its members to improve the quality of their hides?

I have a doubt to raise and I would like to have Mr. Schnitzer resolve the doubt. I have a very strong suspicion that, even if all of our NIMPA members standardized their hides and raised their quality to the big packer level, the little fellow would still be in a weak bargaining position because of the smallness of his establishment. He would be battered down in his price on a 3c or 4c differential merely because he is small. I would like to have that doubt dispelled.

J. G. SCHNITZER: I think trim, cure, and delivery are the three important points. I would like to emphasize a statement that I made in my talk that I think is important. I don't think the small packer will be discriminated against. Personally, I think the biggest mistake that has been made in the hide trade is to call them big packer and small packer hides. I think you should call them No. 1 hides, No. 2 hides and No. 3 hides. I hope that answers the question.

CARL PIEPER: Mr. Schnitzer has



WHEN EAST MEETS WEST

George McGee (left), partner, George G. McGee & Sons, Philadelphia, Pa., debates the relative merits of eastern seaboard and midwestern weather with D. W. Breese, president of the Fremont Packing Co., Fremont, Neb.

suggested that we should standardize our methods. I think what NIMPA should do is to disseminate that information. I think we should work as a group. Perhaps the Tanners Council would certify members whose takeoff complies.

CHAIRMAN COOK: That is a very helpful addition. There must be some more of you gentlemen who would like to say something. You all have hides. We must do the struggling and I think the idea of going to the Tanners Council is a good one. Mr. O'Neill is a pretty good talker and he has had a lot of experience with hides.

J. E. O'NEILL: I think the subject has been pretty well covered. I think it is plain to all the small packers that discrimination exists and that it has been built up because the majority of our small packers do not have standardized hides.

The words "big" and "small" packer ought to be abolished. It ought to be No. 1, No. 2 and No. 3 with certification for those independent packers who are willing to bring their hides up to standards equal to those of the big packers.

One of the hide dealers in our section of the country told me that our takeoff during the war was much better than Armour's or Swift's, and those firms have had the same type of help we have had. I think if we get it down to No. 1, No. 2 and No. 3 hides it will be better. I think it is a suggestion that should be put into effect by our organization.

WILLIAM MEDFORD: I think we can all agree that there is discrimination. If we can't get anywhere with the Tanners Council by cooperation, let's all take one or two years' losses and start tanning.

HOMER CARL: I would like to say one thing. We have come within 1/2c to even the same price as the big packers get for their hides and they come

and get them. I think it must be something in the way the hides are sold.

CHAIRMAN COOK: I thought I was a pretty good salesman, but I am not able to get within 1/2c of the big packer.

HOMER CARL: It was 27c in Chicago and we got 26 1/2c.

CHAIRMAN COOK: What can you get for April hides?

HOMER CARL: I talked to the broker the other day and he says possibly 23c. Our hides are light. They took up 700 hides and had only two cuts and they were all trimmed. The tanner who gets the hides sends them to Boston. There is a standing order. If you take hides off right and take care of them, you will do all right with your hides.

A. B. MAURER: I can't stop now, George. We have been talking about two things. This young man killed light cattle and we know there is a shortage of calfskins and light hides are being used as substitutes.

Have any tried to deliver their hides against the Exchange? That is the true criteria. This Exchange was set up to take care of the surplus winter hides that were produced by the major packers and held over in storage until they were in demand. I have tried and I am about convinced that I am butting my head against a stone wall in trying to get someone to let me deliver a pack of hides against the Exchange. It is our job to see that the committee that we appoint makes it possible for us to deliver our hides against an Exchange sale.

CHAIRMAN COOK: I think that is a very good idea. This gentleman only had two cuts in a carload. The big packer has about 5 per cent. I pay my butchers a bonus to keep my hides under the 5 per cent level. I realize that at this time conditions are very different from what they usually are. We happen to have a hide expert here. I would like to have that gentleman get up and give us his ideas. He has heard both sides of the story and he knows our problem. He might give us some information that would be helpful in this problem.

GEORGE ELLIOT: I am a hide broker here in Chicago. We have paid more for small packer hides than big packer hides. I have noticed that in some places they give bonuses to the butchers. They keep a little blackboard and record the scores on it. At the end of the week they award a bonus. There is a fellow on the West Coast who had better takeoff during the war than the big packers did. He got the same price as they did, if not more. I think if you use this blackboard idea you will find who it is that is ruining the hides. You will be surprised.

CHAIRMAN COOK: Does anybody else wish to discuss the hide question?

The next speaker on our program is Vagn Jespersen of Copenhagen, Denmark. He will talk to us on "Improved Methods of Processing Fats and Oils."

(JESPERSEN begins on page 84.)

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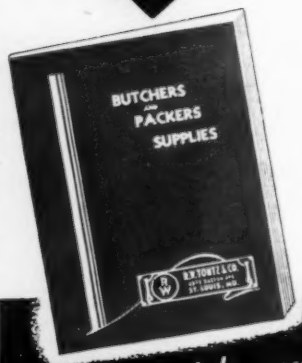
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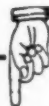
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CONTINUOUS RENDERING OF LARD IN DENMARK

VAGN JESPERSEN: Coming from Denmark on a fellowship from the American Scandinavian Foundation to study the research and development in the fats and oils processing made in this country during the war, I have already become acquainted with many of you and for your kindness in procuring for me the privilege of observing American plant operations I want to thank you.

In Europe I would have had trouble in getting the information and the experience I have gained in this country. The kindness with which you in America receive foreigners is quite amazing to an European. I have been told that in the United States there is always room for the man who can do it better. That is not the case over there.



V. JESPERSEN

Observations in United States

During my stay in the United States at the various meat packing establishments I have observed a lot in the production of fats and oils. Much research time has been devoted to vegetable oils and the results of these efforts are quite obvious today, as the vegetable oil industry has produced outstanding shortening products with which the meat packers have to compete. When the vegetable oil industry started it tried to produce a product as close to lard as possible. Now this is turned upside down. The meat packers are trying to produce a lard or shortening as close to the vegetable oil product as possible and having the same qualities as vegetable shortening.

When we in scientific production do research in animal oils and fats we consider the keeping time, the smoke point and the iodine value as most important. It has been, therefore, a great pleasure for me to see how much effort the meat packers are now giving to research in animal oils and fats, and that the work in this field has been resumed and efforts are again being made to close the gap caused by the neglect of research on animal oils and fats. This will help the industry meet the competition of vegetable shortenings.

The good qualities of vegetable shortening must be constructed inside animal shortenings by all means available. That means thorough research, use of hydrogenation, deodorizing, refining, antioxidants and new and improved methods of rendering.

My impression of the situation in the meat packing industry concerning equipment for processing oils and fats

is that many plants still are processing in the good old way without having an eye on new developments in their field. The wet rendering system is used widely even though the disadvantages in connection with the stick are obvious to the producer. This can, of course, be traced to the fact that many plants were built about 50 years ago and that meat packers have devoted the greatest part of their investment to the meat side and have left the by-products remain in the minority.

The meat packer will find it advisable to make a change in the method of rendering. Many packers are changing from wet to dry rendering for processing partly under vacuum or under pressure. The advantage in dry rendering is that you get away from the stick and obtain a higher yield. In this country further steps have been taken in improving rendering processes; in this case I refer to the Kroger alkali process and a non-rendering non-solvent process which one packer is employing in turning out a high grade animal fat shortening. Unfortunately, full details of these processes are not yet available.

The Kroger alkali method is a combined rendering and refining process with a washing and separation system. The fat produced has a fine white color and the flavor is mild and bland.

It is my impression that one question is dominant in the processing of oils and fats. The question is in regard to continuous or batch processing. In refining, deodorizing and hydrogenation the continuous process is going to be acknowledged, even if the yield is a little lower compared with batch processing. Continuous processing is quicker, cleaner and much easier to handle—all being important factors.

These facts were clear to Danish research people when they started making rendering equipment. The experience which people in that field had acquired was placed at their disposal and taken into consideration. The thing

they had to fight against was the lower yield. The difficulty in continuous rendering is to secure a uniformity in the finished product, but when the situation is mastered in refining, hydrogenation, deodorizing, etc., it may be solved in this case too.

Danish manufacturers of equipment for the meat packing industry put their engineering departments to work on the continuous rendering process as a better method for the future. Their objective was to give the finished product the same qualities as the raw fresh material—to transfer the freshness of the raw leaf lard or back fat into the finished lard.

Work on Continuous Process

I would like to tell you about the new Danish method for rendering lard and tallow. It is a method which has been widely recognized in leading abattoirs of Europe in the last decade. I will try to outline this so-called Titan expulsion plant, which I understand is a novelty to you here in the United States. I shall try to give you an impression of the plant and its operation in a large Scandinavian abattoir today. Finally, I will give you some figures so that you can get an impression of the excellent work and economy of the plant. I want to emphasize that I am not a salesman for Titan in Copenhagen, but I am very happy to talk about this development of Danish industry.

About 20 years ago the Danish meat packers expressed a desire to improve their rendering methods so that the quality of the fat would be raised and standardized. The general system used in their abattoirs for rendering consisted of autoclaves and settling tanks. The Danish factory Titan then started to construct the nucleus for the expulsion plant.

The firm's first step was to introduce centrifugal separators in the abattoirs by which the decanting tanks and filters could be abolished. This made it possi-



DIVISIONAL MEETING OF MIDWESTERN PACKERS

Midwestern packers met in the Embassy room on April 15 to elect officers and directors to represent the division for the coming year and to discuss sectional problems affecting the members. This group was photographed just before adjournment.

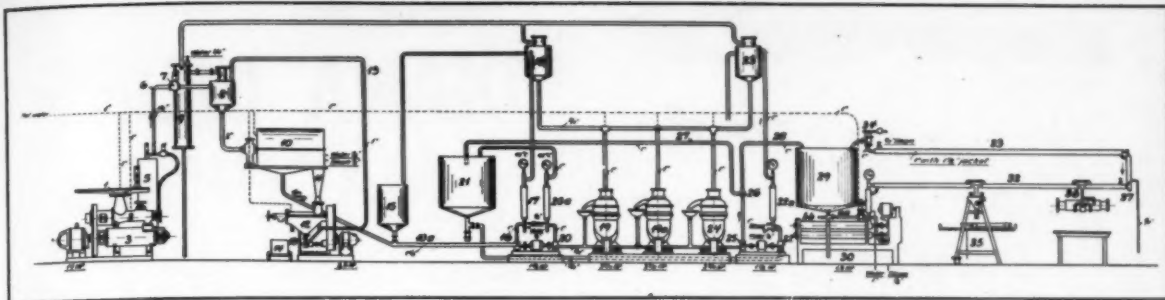


FIGURE 1 SHOWS VARIOUS UNITS IN DANISH SYSTEM AND THEIR RELATIONSHIP

ble to produce a much better fat with small moisture content. In a few years small standardized plants were installed in all the abattoirs of Denmark, of which there are 82. This Titan unit worked in conjunction with the old plants and took the fat from the kettles, passed it through a washing mechanism, called the contact emulsifier, a centrifugal separator, and a continuous pressure cooler.

The meat packers were well satisfied with the small subsidiary plants which turned out standardized products of improved quality. The technical staff of the Titan works, however, was not entirely satisfied. They had the idea that even if the plant was satisfactory as far as quality was concerned, it was not satisfactory to a technician who wanted continuity in operation and greater economy. With the aim of constructing such a plant the technicians started work in 1934 to develop such a plant and set up the following list of objectives:

Objectives of Process

1. The raw material should be minced to such a degree that the further rendering should be facilitated.
2. Intensive and quick rendering of the minced material under sufficiently high pressure to kill all germs.
3. A sudden release of pressure so that the cellular tissue, not previously broken up, would explode and release the fat.
4. Removal of the cracklings on a suitable strainer, so that a mixture of water and fat containing only a little solid material could be treated more satisfactorily.
5. Pressing the scrap to reduce the water and fat.
6. Deodorization of the fat in a gentle way.
7. Removal of water and impurities from the fat.
8. Final clarification of the fat to get a standardized, perfectly clean material of the very best quality.
9. Quick cooling and filling in packages.

With this plan in mind the first plant was finished the same year. The tests were so satisfactory that one abattoir immediately bought the trial plant, although it was rather complicated. The unit has worked satisfactorily since.

When the pilot plant was actually in practical use, the machinery was improved and standardized. Before the war plants were sold in Denmark, Sweden, England, Ireland, Austria, Poland, Italy and China. The users appeared to be well satisfied.

Expulsor System Described

In Figure 1 is shown the standard unit as generally installed for capacities of 2200 lbs. of raw material per hour. The raw material may be leaf, gut or caul fat, bung trimmings, ruffie fat, trimmings, etc. It may be handled directly from the killing floor or in frozen condition. The machine at the left is the actual rendering machine, or so-called expulsor. The raw material is fed into the hopper, and the machines take over the rest of the work. The expulsor consists of a mincing section with feeding device and knives, a pre-heater, and a pressure boiler. The modern expulsor is self-feeding and has a greater capacity than the older hand-fed machines.

The minced material is passed down through the pre-heater, which is a horizontal cylinder with an internal rotating conveyer drum. Water and steam are added to produce a uniform pulp with a temperature of 176 degs. F. at the end of this pre-heater. A built-on pump is placed on the back side of the machine and forces the soft pulp through the pressure boiler (5). Here the material is boiled by direct steam and the temperature is kept at about 240 to 257 degs. F.

In the pressure boiler, into which the material is introduced at a very high speed, the treatment is short and exceedingly effective, so that a homogenous mixture of freed water, fat and tissue is released through the pressure release valve (7), is blown off into the cyclone (8), where a strong production of steam takes place, caused by the decreased pressure. For this reason a condenser (9) is built on the side of the cyclone. The actual boiling takes only a couple of minutes and the sudden fall in pressure causes the desired destruction of the tissue which may not be effected during the previous treatment.

All the fat can be regarded as freed after this treatment. The exceedingly short duration of the treatment at high temperature has no detrimental effect on the fat; this is the reason for the fine quality produced.

The boiling pulp passes by gravity

through the rotary strainer (10) in which the tissue is retained and slides down into the screw press (12). The press scrap leaves the press in an attractive semi-dry condition with a water content of about 65 per cent. The fluid pressed from the scrap is returned into the cyclone by means of a pump (13).

The fat and water passing through the strainer is led to the pump (16) which forces it through the so-called contact emulsifier (17) and further to the conditioning tank (18). By means of live steam in the contact emulsifier quick deodorization is obtained at a temperature of about 212 degs. F. The fluid is now at the most suitable temperature for separation.

Recovery by Centrifuges

The tank (15) acts as a buffer between the strainer and the pump, and the tank (18) as a buffer between the pump and the separator. The self-cleaning separators or centrifuges (19 and 19a) recover a crude fat which afterwards is clarified. The separators (19 and 19a) work in parallel. They could be replaced by a larger machine, but in small plants it is better to have two small rather than one large separator. The recovered crude fat is forced by means of pumps through another contact emulsifier (22a) to the conditioning tank (23). By this action the fat gets a second deodorization. The fat is finally clarified in the third self-cleaning separator (24). This separator is of the same type as the others as it is advantageous to have only one type of machine. The only difference between separators for recovery and clarification is found at the internally placed disc-inset, which in the clarifier has special discs to achieve the most effective clarification.

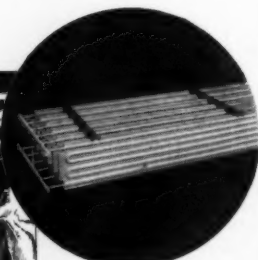
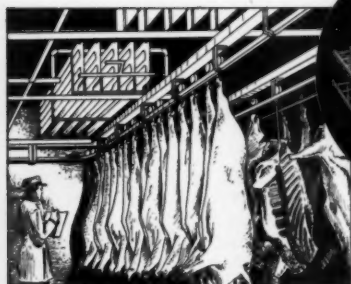
The pure fat is pumped to the storage tank (29). The three separators are of the self-cleaning type from which the sludge deposited in the centrifugal bowl can be discharged by a simple manual touch at suitable intervals. Such discharges take place without stopping the machines. In this way all the machines of the plant can work continuously from the moment they are started until the plant is stopped after days or weeks of work. These separators actually form the basis for the continuous work of the plant.

From the storage tank (29) the fat
(Continued on page 88.)

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Refrigeration

PROTECTS ALL THE WAY



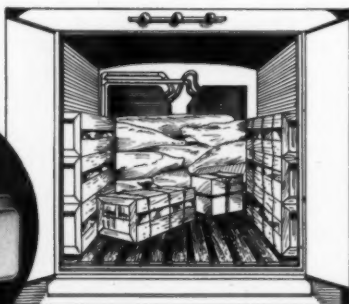
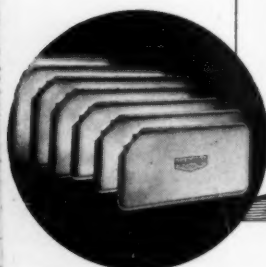
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CHICKEN and ALL
KINDS of FRUITS,
VEGETABLES, Etc.**

In Uniform Cubes from $\frac{3}{16}$ " to $1\frac{1}{4}$ ". Also cuts plates $1\frac{1}{2}$ " sq. from $\frac{1}{16}$ " up, and strips up to 5" in length. Capacity up to 1800 lbs. per hour. Many prominent Packers and Cannerymen are satisfied users of the Diana Dicing Machine.



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for the highest quality in
NATURAL SPICE SEASONINGS

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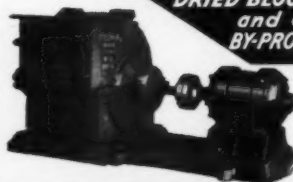
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2-STAGE GRINDERS

for **CRACKLINGS, BONES
DRIED BLOOD, TANKAGE
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Grind cracklings, tankage, bones, etc. to desired fineness in one operation. Cut grinding costs, insure more uniform grinding, reduce power consumption and maintenance expense. Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 lbs. hourly. Write for catalog No. 310.

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"Old Timer"

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CHECK THESE ADVANTAGES
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KNIVES AND PLATES:

✓ C-D superior plates are made of a special wear-resisting alloy guaranteed to outlast two plates of any other make.

✓ They are available in all styles—angle [hole, straight hole and tapered hole . . . reversible. Two plates for price of one.

✓ Are equipped with patented spring lock bushing which makes loose bushings an impossibility.

✓ The improved Triumph Plates have proved themselves the most economical plates in existence, cutting several million pounds of meat before sharpening is required.

✓ All makes and sizes of solid knives and Superior Knives, Cut-More Knives, X. L. Knives, B & K Knives—all with changeable blades.

The success of a product is measured by the number of satisfied customers . . . all the large meat packers and 75% of all the leading sausage-makers in the U. S. are using C-D Reversible Grinder Plates and C-D Knives with changeable blades. The "Utility life" of each SPECIALTY product is long, economical, and highly efficient because of its original quality . . . has stood the rigid test of time and gained a reputation for dependability!

Send for a copy of our new 15-page catalog containing descriptions, photographs and diagrammatic drawings of standard and special plates, regular, removable blade and spider arm knives, also giving construction features together with specifications and prices.

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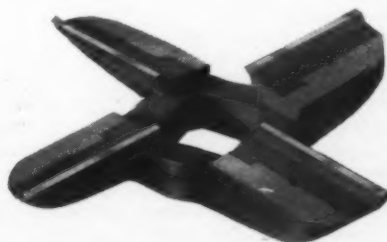


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FAMOUS C-D REVERSIBLE PLATE

The C-D Reversible Grinder Plate combines two plates in one! All Super No. 6 plates have 2 1/2" cutting surface. Guaranteed against cracking, breaking, pitting or chipping at the cutting edge!



NEW! IMPROVED C-D CUT-MORE KNIFE

The most economical knife for large grinders. Superior to any other make so far produced. They are self-sharpening, always maintaining a razor sharp edge until the 38" cutting edge is worn down. They will hot heat or smear the meat. They need no mechanic to change or adjust the blades, a small set-screw holds the blades securely in the holder.

passes through the pressure cooler (30) which quickly cools it below the melting point so that a fine and uniform structure is obtained on hardening.

A similar type of cooler is known to you here in the United States as the "Votator." The cooler which generates a pressure in the fat can thereby work the filling machines (35 and 36) for filling ½-lb. 1-lb. or 25-lb. packages. As the cooler gives a uniform temperature to the fat, the weight of the packages will be absolutely uniform.

We have now followed the raw material on its way from the expulser entrance through to the discharge of edible fat from the filling machines.

My explanation has been rather diagrammatic, and I have omitted all minor

details. In Figure 2 you will see a simplified diagram with the latest model of the self-feeding expulser with a capacity of about 3,000 pounds per hour. For larger capacities the units can be combined. Plants can thus be built to meet any requirements. Such plants were also described and illustrated in THE NATIONAL PROVISIONER of December 28, 1946, page 9.

So far I have discussed the Danish Titan expulsion plant from the mechanical point of view. In the following paragraphs I shall try to give you an impression of the economy of the system. Its success is mostly due to this economy.

If you want to erect a new rendering plant, you will first need information

about construction and operation, but next to that, there are several questions which are important.

- a) What are the space requirements.
- b) How many men are necessary to handle the plant?
- c) What is the yield?
- d) Has the waste any value?
- e) How are the quality and keeping properties of the rendered fat?

a) In a room with about 625 sq. ft. a very neat installation can be made, and for a plant double the size, about 915 sq. ft. would be sufficient. There is no doubt that this plant would produce more per square foot than any other plant.

b) For the handling three men are required: one for control of the feeding and rendering, one to attend the separators, etc., and one to attend the filling machines. Even with a plant of double the size, it is not necessary to increase the number of attendants. This means that even with a plant having a capacity of 6000 lbs. of raw material per hour only three men are needed.

c) The yield of the plant will average 99.3 per cent. The loss of fat will naturally depend on the raw material, but at an average the loss will be 0.3 and 0.7 per cent. The yield has been tested several times and it has proved that the expulsion plant, working with various fats, has a yield ranging from 2.8 to 9.2 per cent higher than any other wet or dry rendering system. The tests were so amazing that they were made over again, but with the same results. This means that the expulsion plant, on an average, yields more than 6 per cent higher than any other rendering plant. If we say 5 per cent, and estimate the raw fat from an American hog at 40 lbs., this means 2 lbs. more lard or rendered pork fat per hog.

Losses in the Process

Loss of fat can arise in three different places in the system: loss of fat in press scrap, in water separated from the fat, and in the sludge. Once in awhile these factors must be checked to see that the system is working properly.

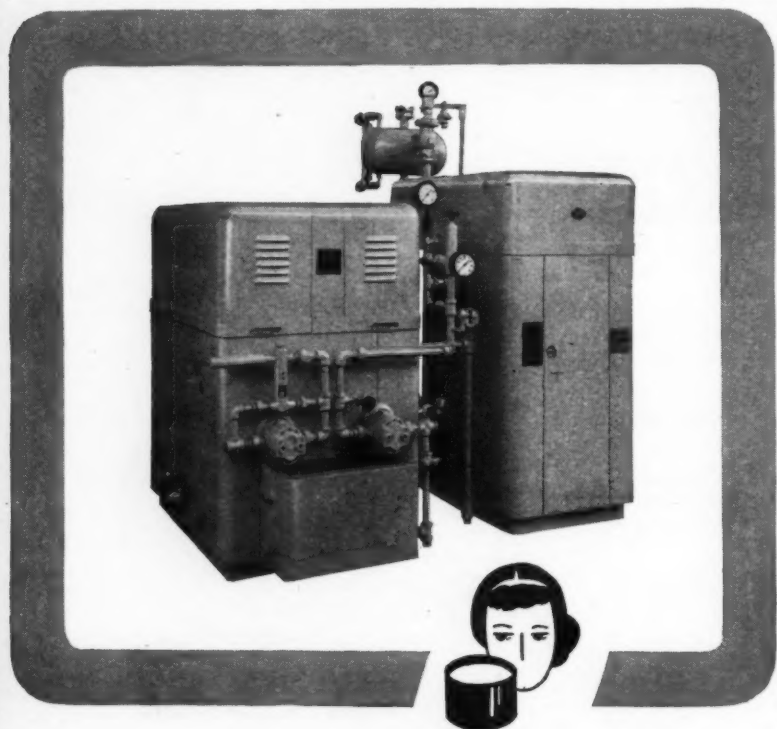
The press scraps generally contain: 2 to 4½ per cent of fat, 60 to 72 per cent water, and 38 to 25 per cent protein. As the press scraps amount to about 6 per cent of the raw material, the loss of fat therein will amount to about 0.2 per cent.

The water from the centrifuges may contain 0.07 per cent to 0.18 per cent of fat. As the amount of water is less than 90 per cent of the raw material, the loss of fat in the water can be reckoned at 0.11 per cent.

The sludge amounts to about 3½ per cent of the raw material and may contain about 5 per cent fat. In this 0.18 per cent of fat is lost.

The average loss of fat will thus be 0.20 plus 0.11 plus 0.18 per cent, equal to 0.49 per cent of the raw material or about 0.65 per cent of the fat.

d) The extreme rapidity of rendering will cause only slight deterioration



A reason why women prefer some brands of Lard over others

Two kinds of lard are being produced today.

One is just "lard."

The other is lard that has been given the uniformly smooth, creamy texture of a fine shortening with the aid of VOTATOR lard processing equipment. This is the kind women prefer to buy, as proved by the sales experience of leading packers.

VOTATOR equipment does a better job because it chills in seconds, simultaneously agitates and plasticizes, as the material flows through the closed, con-

trolled system on a continuous basis.

By the same token, VOTATOR equipment does the job at low cost.

You can afford it even if you're not the biggest packer on earth. It has been found profitable whether used two days a week or seven.

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LARD PROCESSING EQUIPMENT

VOTATOR—is a trade mark (Reg. U. S. Pat. Off.) applying only to products of The Girdler Corporation.

of the protein matter, so that the loss of protein in the water is negligible. The recovered press scrap or sludge has a very high feeding value and is used for chickens. The press scrap has an attractive semi-dry appearance and is easily dried. If, for example, the scrap is spread in a thin layer in a warm room, it will dry readily without being contaminated. It may be mentioned that at many European plants the cracklings are used in production of sausage. However, the material is usually employed as feed.

The quality of the fat is excellent; pure and white lard is produced and tallow is of a light and attractive yellow color. The taste and smell are sweet and pure. This is achieved by the gentle treatment in the process. To demonstrate the ability of the plant to improve materials I will mention that one Danish firm, in addition to rendering, also buys rendered fat of inferior quality from other plants. This is melted and treated in the expulsion plant. The quality is improved so much by this treatment that it can be sold as prime, edible fat.

Fat rendered from fresh raw materials may at an average contain 0.08 to 0.16 per cent free fatty acid and 0.06 to 0.12 per cent moisture.

Keeping Quality of Fat

It must be admitted that with the expulsion process there is a possibility of washing out some of the anti-oxidants just as in ordinary steam rendering. By this the keeping quality of the fat should be diminished. While I have no figures on this point, it appears that the keeping property of fat rendered by expulsion is extremely high.

The steam consumption in a standard plant handling 1 ton of raw material per hour is less than 750 lbs. Power consumption is 18 kilowatts.

It is worthwhile to note that the plant can be started to full capacity within 15 minutes and 15 minutes after the last raw material has been fed into the hopper of the expulser, the operators may leave a perfectly cleaned and stopped plant.

One of the units in the expulsion plant has played an important part in processing edible and inedible beef fat, oleo-stock and production of grease. This is the separator or the centrifuge. To get away from the lengthy settling or clarifying, we have employed the centrifuge as a mechanical clarifier to speed up beef fat processing. This operation saves a lot of time in the process and gives a product of a purity never seen before.

Many indications have been pointed out as to the best temperature for processing lard and fat. My opinion is that the quickest possible removal of the scraps and the following removal of the last sediments is the most important factor in producing a fat with the lowest free fatty acid.

Concerning bleaching, I have found such bleaching agents as clay or earth employed. The disadvantage of this process is obvious. The cleaning of the

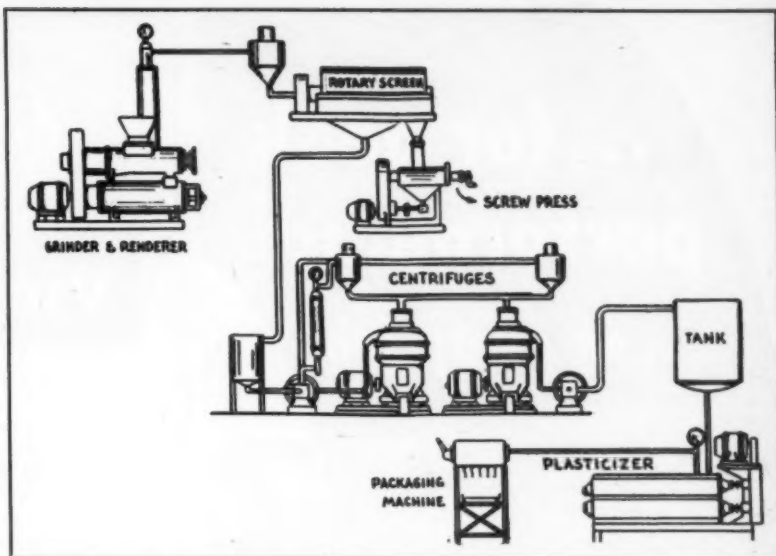


FIGURE 2: SIMPLIFIED DIAGRAM OF SYSTEM

filter press with its many plates and cloths is a problem for the processor. Besides that, we have the question of loss of fats in the used clay or earth. Many years ago in Europe experiments were carried out to find a way of avoiding these difficulties. Several materials were used as chemical bleaching agents, among them hydrogen peroxide. I think I am right when I say that, generally speaking, the process had a good bleaching effect but was too slow and expensive. It was later discovered that the stability of the fat was affected.

Use of hydrogen peroxide as a chemical bleaching agent avoids the loss connected with the filter press, but to use large quantities of hydrogen peroxide, and to extend the time of the process in the heating stage up to several hours, has considerable effect on stability. Through research in Denmark I happened to find a new way of using hydrogen peroxide which will eliminate the disadvantages and thus make hydrogen peroxide suitable for bleaching.

Processing Time Reduced

The time of the process is reduced to 15 minutes for 3,000 to 3,500 pounds simply by use of very small amounts of hydrogen peroxide. My process can be used in all plants where normal rendering equipment or storage tanks are at hand and can be carried out by the ordinary operator. Because of the very short duration of the operation there will be no time for development of rancidity or effect on the stability of the bleached fat. At present the patent is pending in Washington. When it is approved the process will be made available to American manufacturers of oils and fats.

Before the war one of the best known ways of preventing oxidation in all kinds of meat, dairy products, and fats and oils was canning. During the war when cans were short, American scientists sought material for use with fats,

oils, lard and shortening to inhibit atmospheric oxidation.

Oxidation causes the original flavor to be lost, or even worse, foreign or off-flavor develops. The most important conditions under which rancidity develops are when the material is exposed to light or heat. Certain metals also have great influence on oxidation.

NDGA is one product which has been approved by the MID and has been utilized commercially on a large scale with advantage. NDGA will not leave any residue or foreign flavor in the finished product. Compared with NDGA none of the hitherto developed antioxidants has proved more efficient in increasing keeping time, and none has proved to be more easy to handle.

Cost of Antioxidant

The actual cost of NDGA runs about 6c to 15c per 100 lbs.; no other antioxidant costs so little to obtain the same degree of protection. Of course, results are dependent on the keeping time of the starting base. The higher keeping time you start with, the less NDGA is needed.

To increase the efficiency of NDGA, citric acid is added as a synergist. This brings a good increase in the keeping time and gives the customer a lard which can be stored for a long period without refrigeration and without the danger of rancidity. A problem which still must be solved is to carry the extension in fat keeping time to finished baked products.

In my opinion this new antioxidant is one of the most important contributions to our industry in recent years, I hope that we will be able to utilize antioxidants in a great number of cases to the benefit of our industry and our customers.

CHAIRMAN COOK: We will now hear from Joseph H. Gilby, C.P.A., L.L.B., and tax consultant.

(See page 92 for GILBY.)

**...for peak
performance
...on every job**



2 1/2" Type EFH Pump
with 7 1/2 hp. Motor

**CARVER
SIDE-SUCTION
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Designed and built for efficient operation and thoroughly dependable service these pumps give maximum performance and full pumping economy on every job.

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Compact in every way these capable pumping units have fewer "working" parts. May be installed in any position. For belt drive or direct connected to motor or other power source. Capacities from 40 to 900 GPM and heads up to 180 feet. Ask for Bulletin 201. Carver Pump Co., 1056 Hershey Ave., Muscatine, Iowa.

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Vio Bin **WHEAT
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U. S. PATENT 2,314,282

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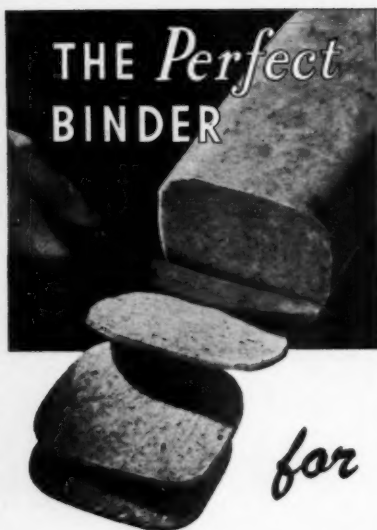
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UP-TO-DATE APPROACH TO PROBLEM OF TAXES

J. H. GILBY: I was informed by your executive vice president, C. B. Heinemann, sr., that the subject on which I was to talk was "Intelligent Handling of Packer Tax Problems." Probably a better title would be "An Intelligent Approach to the Handling of Packer Tax Problems."

Tax problems of each packer are not alike, just as the procedure of each packer is not necessarily the same. Objectives, however, of each packer in the matter of taxes are the same and, this being a fact, allows for a discussion of the subject from the standpoint of approach. True, there are occasions when packers may join in an effort to bring about uniformity in handling a particular subject in some particular phase of the tax problem. This may be illustrated by the introduction of the group method of handling "lifo," which was brought about through an appeal on the part of the packers.

Each year, or in particular each year when a change in the tax laws is debated or enacted, or the Bureau's attitude towards a particular matter is changed or stressed, everyone is faced with deciding upon the best way to handle his tax problems. The year 1947 is characteristic of this in that the Bureau's procedure is stressed as to Section 102 of the Internal Revenue Code and the legislative bodies are determined to bring about a change in rates if not in the law itself. Matters to be considered now by corporations or individuals engaged in any business activity cover some very important subjects. Some of these I have chosen for special attention in our discussion today.

Subjects of Current Interest

Most of us will recognize the following as current popular subjects:

- 1) The matter of converting single proprietorships or partnerships to the corporate form.
- 2) Effect of carry-back losses or unused excess profits credits (if available).
- 3) Write-off of old equipment resulting from plant renovations.
- 4) "Lifo" inventory method.
- 5) Effect of not distributing profits in dividends when not necessary for the reasonable operations of the business.
- 6) Liability to stockholder if dividends are not paid and a penalty is assessed by the commissioner.
- 7) Declining balance method of depreciation.
- 8) Taking advantage of the limita-



J. H. GILBY

tion to 25 per cent of tax on capital gain.

9) Taking advantage of a corporation deducting an item as expense in the current year and deferring showing this deduction as income to future years, illustrated in the establishment of pension trusts, or paying bonus in stock, or in various accepted ways of deferring the income to individuals to future years.

10) Choosing a state of residence. Other factors than the federal tax should be considered, such as state taxes, community property states, etc.

I was instructed to illustrate, as much as possible, my discussion by reference to cases. Since there is a great deal to be covered in a 30-minute period, there will be time for but a few case illustrations or examples.

One of the most important subjects to consider is Section 102 of the Internal Revenue Code (surplus hoarding).

Section 102 imposes a penalty surtax upon corporate earnings that have been permitted to accumulate unreasonably: 27½ per cent of the amount of undistributed Section 102 net income not in excess of \$100,000, plus 38½ per cent of that portion in excess of \$100,000.

Surplus Hoarding Provision

Section 102 net income is net income for tax purposes adjusted by way of adding thereto:

1) The capital loss carry-over provided in Section 117 (e) from a year which begins after December 31, 1940.

2) The net operating loss deduction provided by Section 23(s) and deducting therefrom:

a) Federal income, war-profits and excess profits taxes, other than that imposed by Subchapter E, Chap. 2 (Code Sections 710-784) paid or accrued during the taxable year, to the extent not otherwise allowed as a deduction under Section 23. But any 102 tax paid or accrued during the year is not deductible in computing Section 102 net income.

b) Charitable and similar contributions specified in Section 23(o), to the extent not otherwise allowed as a deduction.

c) A net loss from sales or exchanges of capital assets which is otherwise disallowed as a deduction under Section 117(d)-(1).

d) The credit for income subject to the tax imposed by Subchapter E of Chapter 2 provided in Section 26(e) (for taxable year beginning before January 1, 1946).

Undistributed Section 102 net income on which the surtax is imposed is the income computed as above adjusted further for dividends paid and consent dividends paid, but not for credit allowed under Section 26(a) for interest on certain United States and government obligations of the United States and government corporations.

Attention is drawn to the fact that dividend adjustments refer to those paid

in the year. Thus dividends paid in 1947 from previous year's surplus would, nevertheless, be deductible from 1947 income, and dividends declared in 1947 not paid until 1948, or declared in 1947 and not received by the stockholder until 1948, would not be deductible from 102 undistributed net income. However, where such dividends are credited to and made available to the stockholder in 1947, they would be considered as paid and deductible.

Section 102 of the Internal Revenue Code has been with us for many years and has not been changed in several years. There is nothing new about the Section itself, but of late it has become a subject for daily discussion. For a long time we have had announcements to the effect that the Bureau of Internal Revenue was tightening the policy of imposing the penalty surtax where surplus had been allowed to accumulate unreasonably. The new Form 1120 has enlightened the corporation executives of the interest of the Bureau of Internal Revenue in having the corporation put itself on record as to improper accumulation at the time it makes its return and not two or three years later when the reasons for the non-payment of dividends may have been forgotten. However, care should be taken when the return is made not to be so specific in the answers given that the corporation would be estopped from giving a different reason. Should the reason be specific or general? The correct answer at present is but a guess.

Review of Some Cases

It is said there is nothing new about the problem. Such being the case, then a review of the cases dealing with the subject may be enlightening. I have seen lately a summary reading as follows:

"In 41 decisions won by the taxpayer who had properly justified his retention of earnings during the period February 7, 1935 to August 22, 1945, in 25 the taxpayer showed that accumulations were required by the reasonable needs of his business; in 29 no purpose to avoid the personal surtax was found; in 24 it was found that reserves were required; in 13, accumulations were found necessary for growth; in 12 a larger amount of cash was found necessary; in 16, it was ascertained that there were no investments unrelated to the business; in six it was proved that surplus was invested largely in plant or other non-liquid assets. During the period January 16, 1933 to November 16, 1944, there were 37 decisions in which the surtax was imposed. There were five principal reasons for imposing the surtax; no business need for accumulation was confirmed in 33 decisions; the fact that the corporation was very closely held was used in 32 decisions, but probably found in every one; the fact that investments were unrelated to the business was stressed in 18 cases; there were found to be loans to stockholders in 13 decisions; and in four decisions there was found to be an accumulation for the benefit of the

EXAMPLE I COMPARATIVE BALANCE SHEETS

Assets			
	December 31, 1941	December 31, 1946	Increase Decrease*
Cash	\$ 50,000.00	\$ 400,000.00	\$350,000.00
Government Securities	100,000.00	100,000.00	100,000.00
Securities	300,000.00	300,000.00	300,000.00
Accounts Receivable	200,000.00	50,000.00	150,000.00*
Inventory	1,500,000.00	750,000.00	750,000.00*
Fixed Assets	1,000,000.00	1,500,000.00	500,000.00
Depreciation Reserves	250,000.00*	600,000.00*	350,000.00*
	\$2,500,000.00	\$2,500,000.00	\$
Liabilities			
Notes Payable	\$ 400,000.00	\$	\$400,000.00*
Accounts Payable	450,000.00	100,000.00	350,000.00*
Accrued	50,000.00	50,000.00	.....
Reserves for Taxes	100,000.00	100,000.00	.....
Reserves Other—Inventory .....	.....	150,000.00	150,000.00
Capital Stock	500,000.00	500,000.00	.....
Earned Surplus	1,000,000.00	1,600,000.00	600,000.00
	\$2,500,000.00	\$2,500,000.00	\$
STATISTICS			
	Sales	Dividends	Profits
1942	\$ 6,000,000.00	\$50,000.00	\$100,000.00
1943	7,000,000.00	50,000.00	150,000.00
1944	8,000,000.00	50,000.00	100,000.00
1945	12,000,000.00	50,000.00	200,000.00
1946	15,000,000.00	.....	200,000.00

stockholders of the firm in question."

Management has a direct responsibility to consider the financial statement yearly or even periodically so as to protect the company from a penalty for hoarding or from its own liability to the stockholders for mismanagement.

Then I refer to this statement, example number 1. If we look at these figures we will find that we had a lot more cash on hand after five years than we had before. We have government securities in the last period but not in the first. You will note in the second column that there is \$300,000 invested in securities.

Question: are they unrelated to the business? I don't know what securities this company could buy that would not be related under the circumstances. Notice accounts receivable. They are doing business on a cash basis. They weren't doing it on that basis before the war.

Inventory: before the war, \$1,500,000. Now it is \$750,000.

Look down lower on the statement and you will find their sales are enumerated for the years back to 1942. All you have to do is to divide the sales into the inventories or the inventories into the sales and you will see how many times they turned the inventory over. The turnover now is 10 times where it was four times in 1942.

I said that these figures were a little exaggerated. I had to make them that way to illustrate my point.

Some Interesting Questions

Question: would an inventory reserve save you from 102? That is a problem that must be fought out in each case. The facts have to be looked into and the result will be in accordance with the argument that is carried on with the Bureau. Certainly various policies as to reserves, inventory, etc., should be considered by the company.

A closely held corporation would be

very vulnerable to a penalty, which may again be preferable to the payment of a higher tax personally.

What would you be taxed, for instance, if you did pay the dividend and it went into the individual's tax return? Maybe 75 per cent. Perhaps it is better to take the penalty and not pay out. That is something you can decide by looking at the statements of the concern in which you are interested.

Here may be discussed the matter of whether or not to incorporate if a single proprietorship or partnership.

Advantages of Incorporation

The lower corporate tax rates in 1946 and the elimination of the excess profits tax probably made it advantageous, as a general proposition, to carry on business in corporate form rather than as a partnership. Also the attitude of the Bureau as to family partnerships and the unfavorable decisions of the court in such partnership cases have further shown there is an advantage, as a general proposition, in carrying on business in corporate form. Also there is a desire by many owners of closely-owned businesses to put themselves in a position for public financing.

In spite of the apparent advantages in incorporating there is still the initial question of whether a business should be incorporated. It is vital to appraise the company's prospective dividend policy, having in mind the Section 102 penalty surtax on undistributed earnings. If the bulk of earnings will have to be distributed as dividends, the business income is in effect subject to a double tax—the corporation's and the stockholders'—and incorporation might be a costly mistake.

Corporation taxes compare favorably with the taxes of individuals on the same amounts of income in the lower brackets. In the top brackets of income the corporation has a definite tax advantage over the individual.

Other advantages of the corporate (Continued on page 96.)



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form of doing business include that of limited liability. A small, closely-held corporation can control its taxable income to a certain extent by the payment of reasonable salaries to officers or stockholders and the deduction of the same in its return as expenses. To a degree the corporation may retain and accumulate a reasonable portion of its earnings and profits for expansion and for working capital. However, this may turn out to be a disadvantage as previously pointed out. In the case of a corporation, officers and employee-stockholders may be beneficiaries of an exempt pension trust, and the corporation's contributions to the trust within the amount allowed are deductible by it, also stockholders, officers, employees of a corporation are covered by the Social Security laws.

Partners contemplating incorporation before a decision is made, or individual owners, should give consideration to the question of whether any gain or loss is recognized upon the transaction and what the basis of the assets will be to the corporation. In the case of a partnership, the question arises as to whether the procedure should be by the distribution of the partnership assets in kind to the individual partners, who in turn transfer them to the corporation for stock of the latter, or should the procedure be by the partnership transferring assets to the corporation for its stock and then distributing the stock to the partners in dissolution of the partnership.

If the partners want the corporation to have a stepped-up basis, either for depreciation or for future gain or loss, a procedure to accomplish this is possible, but partners must remember that once a transfer is made it is too late for them to have any choice as to whether or not gain or loss is incurred, or any choice as to the corporation's basis, and for that reason careful consideration must be given to the results, depending upon the procedure.

Pitfalls to be Shunned

There are two pitfalls that should be avoided. Incorporators should be careful to proceed so that the result will not be a personal holding company. The dividend policy should be such as to avoid liability for Section 102 surtax on improper accumulations.

And now as to the matter of personal holding companies.

To qualify as a personal holding company there are two requirements. There is a stock ownership requirement that there be ownership of 50 per cent in value of the outstanding stock by or for not more than five individuals. For this purpose stock owned by a corporation, partnership, estate, or trust, is considered to be owned by its shareholders, partners, or beneficiaries; and stock owned by one's family or by one's partner is considered as owned by himself. There is a second requirement for personal holding company classification that at least 80 per cent of its gross in-

come is from one or more of the following sources:

Dividends, interest, royalties (other than mineral oil or gas royalties), annuities.

Sales or exchanges of stocks or securities (unless the corporation is a regular securities dealer).

Future commodity transactions, other than hedging, necessary to conduct the business in handling that commodity, and two or three other sundry sources, excluding the following classes of taxpayers who are never treated as personal holding companies:

Corporations exempt from the income tax.

Banks, surety companies, life insurance companies.

Small loan companies.

Loan and investment companies if substantial loans (more than \$5,000) are made to persons owning 10 per cent or more of the stock.

While the following case does not concern a meat packing concern, the same facts could exist as to such a business.

An Example Cited

A corporation, an operating concern, became owner of 51 per cent of the stock in another corporation engaged in the same kind of business. For three years its own operations resulted in losses, but the 50 per cent owned corporation paid substantial dividends

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each year. The stock of the owner corporation was owned by about twenty stockholders, but over 50 per cent of the stock was owned by the members of one family. The corporation seemed to qualify under both requirements. Also, the owned corporation, if dividends had not been paid, would probably be subject to penalty for improper accumulations. Other facts, however, were discovered which freed the owner corporation from classification as a personal holding company, but the findings might have been otherwise.

And here a few words may be of benefit on the subject of husband and wife partnerships. I have seen attempts made to remedy this situation by the incorporation of a business by which, however, the source of funds to acquire the stock was not changed. It would seem an accountant is the best party to accomplish the end desired in such a case. Funds provided to the wife not considered as her investment in a partnership may by procedure be made hers for investment in stock whether in a closely-held corporation or not.

The general idea on this subject is that there is nothing gained by a family partnership for the reason that her investment is actually that of another and she renders no services.

Family Partnership Setup

An analysis of a family partnership agreement would show whether the agreement was merely a vehicle for assigning income or whether the distributive shares are a true consideration for capital contributed or service rendered. If the latter, then the partnership is a legitimate one and the results as to assessment of taxes would be according thereto.

There does not seem to have been a concerted attack on the shifting of income that can be accomplished by the gift of corporate stock provided the gift is outright. Even here the donor cannot reserve too much control over the subject of his gift—and must be careful that the corporation has not been availed of for the purpose of tax avoidance.

From all that has so far transpired there still may be recognition of a division of income in accordance with a family partnership agreement for tax purposes, and there may still be a corporation where the stock is held by family members and the dividends be taxable to each stockholder. The reason for this is that the facts in each case are not the same and, therefore, are not subject to the same findings as in other cases.

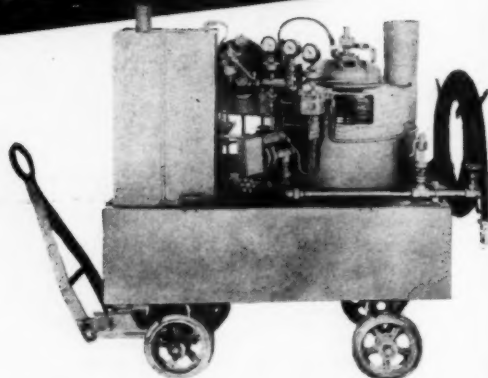
A tax matter which to packers is considered to be of great importance is the method of inventory valuation known as the "Lifo" or last in, first out rule. This method may be used for all goods, or only for a certain class of goods if he has different kinds of goods, but those included must be only the goods which have been specified in the firm's application filed with the commissioner. The rule of thus inventorying merchan-

EXAMPLE II									
INVENTORY PRICED UNDER "LIFO" RULE									
December 31, 1943			December 31, 1944			December 31, 1945			
Lbs.	@	Amt.	Lbs.	@	Amt.	Lbs.	@	Amt.	
Elective Group I									
12/31/40...	2,900,000	12c	\$377,000	2,600,000	13c	\$338,000	1,400,000	12c	\$182,000
12/31/43...	400,000	24c	96,000	...	...	...	...	...	...
	3,300,000			2,600,000			1,400,000		
Group II									
12/31/40...	34,000	8c	2,720	34,000	8c	2,720	34,000	8c	2,720
12/31/41...	116,000	12c	13,920	58,000	12c	6,960	58,000	12c	6,960
12/31/42...	305,000	21c	64,050	...	...	...	...	...	...
12/31/43...	57,000	16c	9,120	...	...	...	...	...	...
12/31/45...	...	...	...	...	...	...	2,000	18c	360
	512,000			92,000			94,000		
Group III									
12/31/40...	165,000	5c	8,250	126,000	5c	6,300	126,000	5c	6,300
12/31/42...	447,000	12c	53,640	...	...	...	...	...	...
12/31/43...	627,000	11c	68,970	...	...	...	...	...	...
12/31/45...	...	...	...	...	...	...	85,000	12c	10,200
	1,239,000			126,000			211,000		
Group IV									
12/31/40...	85,000	6c	5,100	85,000	6c	5,100	85,000	6c	5,100
12/31/41...	87,000	6c	5,220	54,000	6c	3,240	30,000	6c	1,800
12/31/42...	100,000	7c	7,000	...	...	...	...	...	...
12/31/43...	66,000	6c	3,960	...	...	...	...	...	...
	338,000			139,000			115,000		
Dressed Hogs									
12/31/40...	418,000	9c	37,620	418,000	9c	37,620	418,000	9c	37,620
12/31/42...	54,000	18c	9,720	14,700	18c	2,646	14,700	18c	2,646
12/31/43...	170,000	14c	23,800	...	...	...	...	...	...
12/31/45...	...	...	...	...	...	...	81,000	17c	13,770
	642,000		\$786,090	432,700		\$402,566	513,700		\$369,456
Non-elective									
Labor & Burden									
Processing		\$ 80,000			\$ 56,000				\$ 39,700
Direct Supplies		40,000			22,000				15,500
Other Meats		400			600				600
Tankage & Grease		11,000			9,300				11,000
Casings		1,500			1,200				1,000
		\$133,500			\$ 89,700				\$ 67,800
		\$919,590			\$492,266				\$337,256

dise is available to any taxpayers who use the method consistently, provided they secure approval for the use of the method from the commissioner. The

EXAMPLE III							
CARRY-BACK AND CARRY-OVER							
Year	Back Pay	Original Excess Profits Net Income	Excess Profits Credit	Specific Exemption	Original Adjusted Excess Profits Net Income	Original Excess Profits Tax	
1940	\$ 8,000	\$ 15,000*	\$120,000	\$ 5,000	None	None	
1941	7,000	\$360,000	120,000	5,000	\$ 15,000	\$ 5,250	
1942	15,000	300,000	120,000	5,000	175,000	141,750	
1943	25,000	20,000	120,000	5,000	None	None	
1944	25,000	200,000	120,000	5,000	70,000	59,850	
1945	30,000	150,000	120,000	10,000	20,000	17,100	
1946	15,000	125,000	120,000	...	...	...
1941 Original						\$235,000	
Deduct 1943 Carry-back						\$100,000	
Deduct 1940 Carry-over						120,000	
						\$220,000	
As above						\$ 15,000	
Original		\$375,000					
Deduct 1940 less Carry-over		15,000					
As above		\$360,000					
RECOMPUTED TAXES							
Year	Excess Profits Tax Original	Revised	Income Tax Original	Revised	Total Tax Original	Revised	
1941	\$ 5,250.00	None	\$109,722.50	\$105,150.00	\$114,972.50	\$105,150.00	
1942	141,750.00	\$113,400.00	50,000.00	58,000.00	191,750.00	171,400.00	
1943	None	None	4,500.00	None	4,500.00	None	
1944	59,850.00	29,925.00	52,000.00	56,000.00	111,850.00	85,925.00	
1945	17,100.00	None	52,000.00	48,000.00	69,100.00	48,000.00	
1946	None	None	47,500.00	41,800.00	47,500.00	41,800.00	
					\$339,672.50	\$452,275.00	
Overpayment					87,397.50		
Barred by Statute							
1941			\$ 8,272.50	\$ 1,550.00	\$ 9,822.50		
1942			12,150.00	8,200.00	20,350.00		
1943				4,500.00	4,500.00		
1944				25,925.00	25,925.00		
1945				21,100.00	21,100.00		
1946				5,700.00	5,700.00		
			\$20,422.50	\$66,975.00	\$87,397.50		

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New Oakite - Vapor Steam - Cleaning Unit Cuts Cleaning Time in Half

YOU'RE looking at today's best bet for streamlining your cleaning procedures. A unit that gives you effective action wherever you want it. No expensive extra steam line installments necessary. Just flick the switch and in a minute the Oakite Vapor Unit generates 100 lbs. good wet steam (rated capacity 200 p.s.i.) ready to go into speedy cleaning action for you. Try it for cleaning meat trucks, ham trees; removing baked-on grease from equipment, cleaning floors, walls and ceilings. Use it outside, too. Around loading areas, or in your garage! Wherever cleaning or paint stripping needs to be done quickly, easily, economically.

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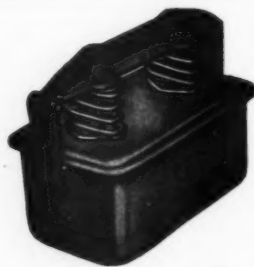
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IMPORTERS AND GRINDERS OF PURE NATURAL SPICES

basis of the inventory is cost. Any excess over previous year's inventory is priced at the current year's cost. Thus under ordinary pricing any shrinkage in inventory causes to that extent a giving up of the method. However, there is a replacement privilege which will be discussed later in discussion of packers' "Lifo" problems.

In order to reflect the net income of slaughterers and packers correctly, inventories at the beginning and end of each year are necessary. The valuation of these inventories is of prime importance in reflecting the true cost of sales. True cost of sales means the charge to operation of current merchandise costs. If opening or closing inventories in-

clude merchandise priced at current costs, then an inventory profit or loss is being shown, depending on the prevalence of a rising or falling market.

"Lifo" is made available to the packer by the Bureau to reflect this true cost of sales in operations. Under the "Lifo" method the taxpayer maintains a base stock inventory valued at cost and, as a result, the cost of items acquired last or at current prices, is absorbed in cost of sales.

This method of valuing inventories has been quite beneficial to the users, particularly during the recent war and post-war periods of high prices, if the use of this method was adopted during

(Continued on page 103.)

EXHIBITORS—1

1. **PASTEURAY CORP.**, St. Louis, Mo. At this interesting exhibit, quarters of beef and a side of veal—of Good and Commercial quality—were held at 80 to 85 degs. F. throughout the convention, protected only by Pasteuray, in order to indicate how the Pasteuray Reel installation is able to control the hazards that bring about spoilage and losses. After viewing the exhibit many NIMPA members kept checking the meat for contamination, stickiness and odor. The Pasteuray installation permits treatment "close-up to cut surface" and "down-under at the trouble level." Members of the Pasteuray Corp. sales staff pictured at the booth are Frank McKenna, Edward L. Mitchell and W. H. Wells.

2. **ENTERPRISE INCORPORATED**, Dallas, Tex. Packers witnessed the Holly Patty Machine, which automatically makes hamburger patties of exact size and weight, stacked between waxed paper sheets. The steam jacketed kettle shown completed the Ebaco display. The firms were represented at the meeting by Harry Holly, R. F. Holly and Bart Daley, all of Holly Molding Devices; Don J. Kemp, H. K. Hirsch, R. H. Marks, Ray Carroll, French Pruett, George Chamlee and James Wedels, all of Enterprise, Incorporated.

3. **STEELCOTE MFG. CO.**, St. Louis, Mo. A large paper mache hand held an illuminated can of Damp-Tex. Present to explain the qualities of "the enamel that sticks to wet surfaces" were H. W. Strand, Chicago representative; A. C. Terrell, Kansas City representative, and A. E. Niedt, vice president.

4. **BASIC VEGETABLE PRODUCTS CO.**, Vacaville, Calif. The booth display presented Basic's full line of pure dehydrated onion and garlic products, from fine powder to chips and full slices. In the photo are E. C. Hoxie, midwest sales manager, and P. J. Schlueter, northwestern sales representative.

5. **SMALE METAL PRODUCTS CO.**, Chicago, Ill. This table was full of Smales Metal Products of stainless steel: bacon and meat hooks, smokesticks, conveyor hooks, bologna molds, etc. George Smales is shown in the booth.

6. **J. M. GORDON COMPANY**, Los Angeles, Calif. Several Alumi-lug meat containers, for delivery and storage of 100 to 150 lbs. of sausage meat, offal, etc. were shown nested. The items are made of lightweight aluminum alloy, acidproof and non-corrosive. H. B. Dignal, sales manager, is pictured.

7. **JOHN E. SMITH'S SONS CO.**, Buffalo, N.Y. A display of various catalogs offered facts on Buffalo grinders, vacuum mixers, stuffers and silent cutters. NIMPA men were invited to the Smith headquarters upstairs. Representing the firm in this picture are Harold Smith, vice president, and Baldwin Smith, secretary-treasurer.

8. **THOMSON & TAYLOR DIVISION, THE WARFIELD CO.**, Chicago, Ill. The lounge here was inviting to visitors seeking information about T & T spices. Pepper, nutmeg and mace were shown in natural state. The men in the picture are A. P. Voaden, manager, spice division and T. F. Reese, American Can Co., Chicago.



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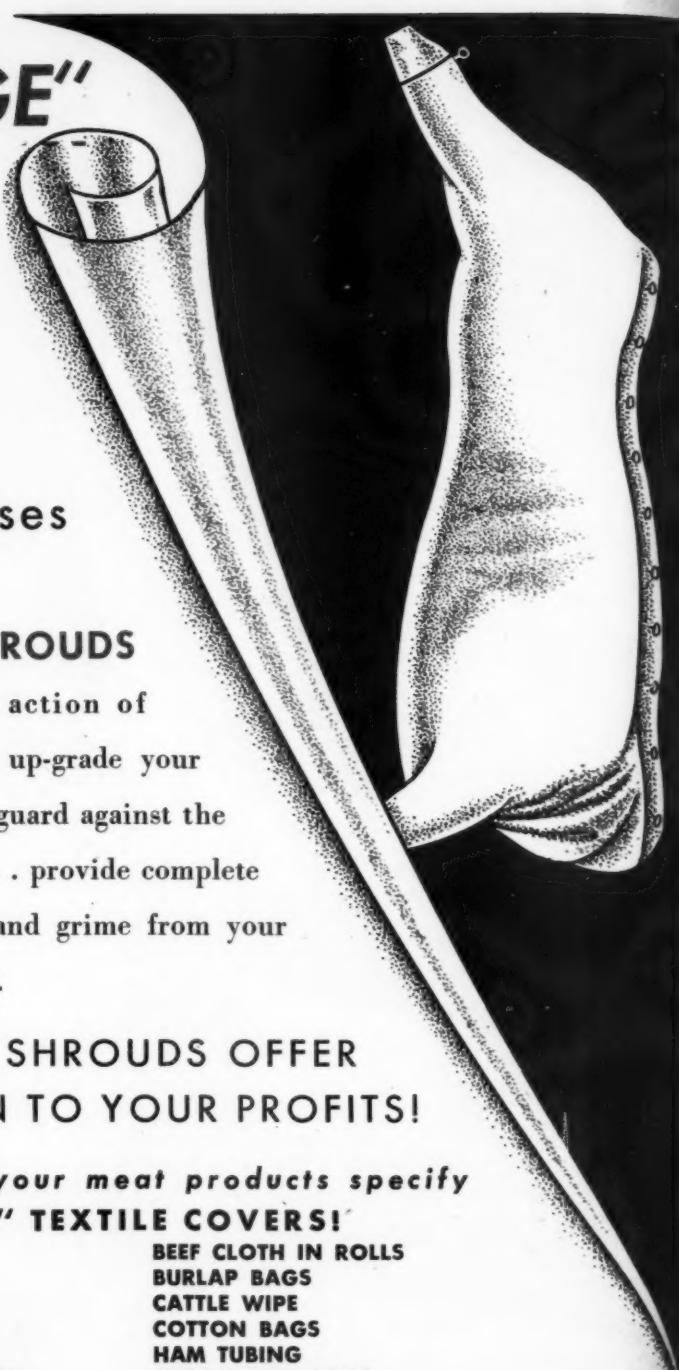
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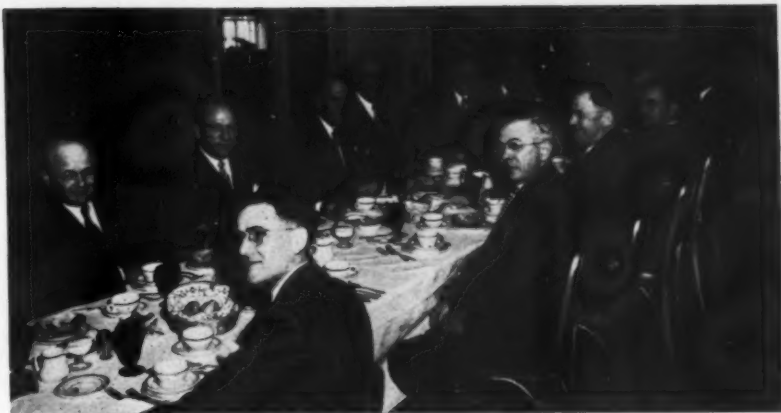
a period of normal prices and base stocks are carried at these comparatively low prices. This benefit will prevail until current prices fall below those of base stock inventories. At that time it would be advisable to liquidate the base stock inventories and effect replacement at the current or lower prices.

The original intention of the Bureau was that the elective method of valuing inventories would be on the basis of specific items of inventory such as hams, picnics, lard, etc., but it was recognized that the maintenance of a consistent level of weights of these specific items from one taxable period to another was almost impossible. Therefore, the Department issued its TD 5407, approved October 9, 1944, which gave the taxpayer the privilege of adopting a raw material method of pricing inventories. Under this method the primal cuts were divided into groups which were treated as specific items.

For example, Group I would include hams, picnics, bellies, loins, etc., the overall costs of which would be averaged to arrive at the unit weight cost of the group; Group II would include regular trimmings and spare ribs and so on, so that the taxpayer might increase or decrease inventory items in each group to conform with current demands and still retain his base stock inventory weight, which is the important feature in the operation of the elective inventory method. This method has proved to be more practicable than that of specific items.

Development During War

During the war years, government allocations and regulations made it impossible for packers to maintain their base stock inventory weights. The government realized this and acknowledged that inventories were being liquidated involuntarily. The Bureau therefore agreed that the taxpayer should be allowed to decide whether or not he wanted to replace these liquidated inventories when merchandise became available. If he decided in favor of replacing these inventories, then in the year that the liquidation occurred the taxpayer had to file an election to replace those inventories involuntarily liquidated. This election was binding upon the taxpayer and if replacement was effected at any time within three years after the end of the war as proclaimed by the President, he would be obliged to give effect in his income to



DISCUSSION GROUP ON FEDERAL MEAT GRADING

Shown here are the packer luncheon guests of Fred J. Beard, chief of the standardization division, Production and Marketing Administration, USDA. The group met immediately after the April 18 morning session to discuss ways to improve meat grading.

the difference between the current price and the base stock inventory price.

Caution should be exercised in invoking the replacement provision for the reason that if any weight excesses over the low-priced base stock inventory have been built up at a high price, these items are considered as the last items liquidated, and must be replaced first. If these excesses are valued at the high wartime prices, and replacement is effected in a period of a falling market, then the taxpayer would be pricing his inventory at prices in excess of the current prices, with a resulting inventory profit.

Now you can refer to Example 2 that you have in front of you. I have given you three years for each group. Of course we have to add the expenses of processing. You have to work that up each year and a statement of that is at the bottom.

Carry-Back and Carryover

Carry-back and carryover has reference to two items—first, there is the excess profits credit carry-back and carryover which is allowed in any year subsequent to a year beginning before January 1, 1941. There is no unused excess profits credit for a taxable year beginning after December 31, 1946. In spite of the repeal of the excess profits tax for 1946 and later years, the law retained the unused excess profits credit

for 1946 for the purpose of the two-year carry-back to 1944 and 1945. The carry-back must be applied first to the earlier of the two preceding years and then if there was a remaining portion of such unused credit such portion may be carried back into a later year and then forward to the next preceding year and then to the second preceding year.

Effect to Level Earnings

The second carry-back or carryover is the net operating loss from a trade or business which nearly all taxpayers are allowed to carry back into the two preceding taxable years to apply as a deduction against those years' income and then if there be an excess to the next two succeeding years.

The general effect of the carryover and carry-back provision is to level out the earnings of the taxpayer so that he is taxed only on the net earnings of a period of years. The refunded tax largely offsets the losses or the diminished income of the bad years.

Where the losses can be fully offset against income taxes as excess profits, almost all of the loss is recovered in tax refunds.

In discussing an example of the offset on taxes of the carry-back and carryover rule it seems appropriate to inject as part of the example the effect of claims due to portal-to-portal pay suits. The Treasury Department has issued a mimeograph, stating that taxpayers "may be permitted" to allocate the amounts of overtime pay and liquidated damages for prior taxable years, to the year or years in which services to which such payments relate were rendered.

Such discussion also brings in the matter of the statute of limitation. The case example will show that no refund of taxes paid is possible for a year where the limitation period of three years from the date of filing a return, or from two years after the tax payment, whichever is the later, has elapsed. However, for overpayment of taxes for 1941, 1942, and 1943, an amount of payments of portal-to-portal pay, a refund



MIDWEST OFFICERS

Officers and directors of the midwestern division named at the April 15 meeting are: (left to right), Wm. G. Mueller, jr., American Packing Co., a director; Fred J. Clark, Tobin Packing Co., elected vice president; George L. Heil, jr., Heil Packing Co., and Herbert Guggenheim, jr., Guggenheim Packing Co., directors.

claim will be honored if made on or before March 15, 1947.

The example given here is interesting in that it reflects the matter of refunds as well as the effect of adjustment of expenses and charges due to carry-backs and carryover.

You have Example 3 which deals with that. If you will refer to it for a minute I think I can enlighten you. You will notice that the years are shown. The back pay that was paid is shown. You can read the different headings. You will notice a change from 5 to 10 under specific exemption.

At the bottom we have the recomputed taxes. We have shown the original, revised excess profits tax and income tax. The total of these two is in the last column. There is an overpayment of \$87,397.50. Down below we have summarized. Each of the years is shown in this particular case, from 1941 to 1946.

No tax discussion would be complete without mention of the declining balance method of depreciation.

Declining Balance Depreciation

Under the declining balance method, the amount of depreciation in case of new property, computed at the applicable rate for the first year, is subtracted from the cost or other accounting basis of the property, and the declining balance rate is thereafter applied to the resulting balances from year to year. The object is establishing a rate, which

EXHIBITORS—2

1. **GREAT LAKES STAMP & MFG CO.,** Chicago. The new catalog of Great Lakes branders, heat sealers, carton and casing printer, etc., was welcomed by packers who saw these products demonstrated at the firm's exhibit booth. John Payton, president, Great Lakes Stamp & Mfg Co., with S. R. Davidson, secretary-treasurer, Banfield Packing Co., Fort Smith, Ark.

2. **LAND O' LAKES CREAMERIES, INC.,** Minneapolis, Minn. Laboratory pictures showing a milk-drying plant indicated how Land O' Lakes dry milk products are tested twice and checked eight ways during processing. Wm. G. Rice, sales manager, powder department, Land O' Lakes Creameries, Inc., Minneapolis; and Thomas R. Armstrong of the Chicago sales office, represented the firm.

3. **BUILDICE COMPANY, INC.,** Chicago. This new spray type air cooling unit, exhibited here for the first time, was built without spray nozzles, with one-shot lubrication and unique construction of easily installed units. R. A. Espe, Buildice sales engineer, was on hand to discuss the new packinghouse machinery.

4. **MARTIN H. LIPTON CO., INC.,** New York, N.Y. The Lipton smoke unit was displayed with automatic sawdust feeder and smoke washer. Blue prints introduced to packers a brand new thermostatic controlled heater for smokehouses. C. S. McMullen, chief engineer, and Martin H. Lipton president of the firm, are shown.

5. **MARATHON CORP.,** Menasha, Wis. Following up last year's success, the Marathon Corp. exhibited its Kartridg-Pak automatic branding, banding and "packaging" machine for frankfurters or sausage in natural or artificial casings. Interest shown by conventioners is evidenced by the large group shown in this photo.

6. **MILPRINT, INC.,** Milwaukee, Wis. The Mil-O-Seal corner "stopped" NIMPA visitors and was an attractive exhibit due to the variety of meat products packaged in transparent colorful Pliofilm wraps and casings. Some of the company representatives are pictured here: Bill Ewig, divisional sales manager, Milwaukee; Ken Levings, advertising and promotion division, Milwaukee; Lester Zimmerman, director, Chicago area, Chicago; Harry Jones, Chicago representative; Jack Manion, manager meat packing division, Milwaukee; and John R. Humphrey, jr., secretary, Henry Fischer Packing Company, Louisville, Ky.

7. **THE GLOBE COMPANY,** Chicago. The Globe-Fee filling machine, tracking, conveyor hangers and trolleys with stainless steel hooks and meat trucks comprised the Globe exhibit. Packers were invited to register for Globe's new general catalog ready in May. Shown at the booth are Globe executives, C. E. Gambill, president, and R. L. Gambill, executive vice president.

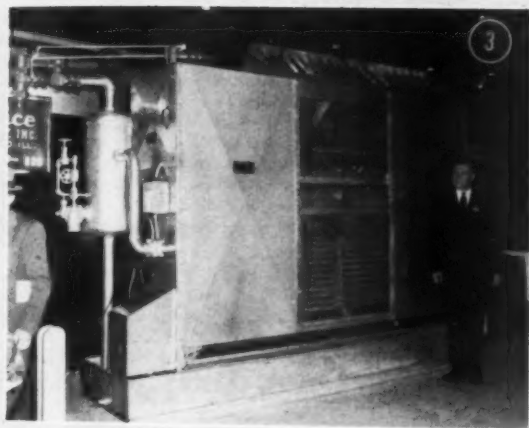
8. **ALLEN GAUGE & TOOL CO.,** Pittsburgh, Pa. "Famco" Sausage Linker for natural casings was in operation. By changing the twisting chain, it can be adjusted to casing size and length from 3½ to 7". Ross C. Allen, manager, is pictured.

Convenience - Economy - CUSTOMER SATISFACTION

Use nonfat dry milk solids in your ground meat products for these three advantages—and boast of the content!

Nonfat dry milk solids is a FOOD—not a filler. It is a high grade animal product.

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EXHIBITORS—3

HOW TO AVOID TATTLE-TALE GREASE



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Metso saponifies animal and vegetable fats and suspends them until flushed away. A Metso-cleaned surface is grease-free, clean and bright, for Metso also curbs corrosive action.

The return of the coupon brings you a free trial sample.

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METSO

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Phila. Quartz Co. Metso Cleaners

Send sample and directions for cleaning:

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1. **ALUMINUM COOKING UTENSIL CO.**, New Kensington, Pa. Wear-Ever Aluminum steam jacketed kettles, smoke-sticks, spice pans, meat tubs, scoops, trimming cans, shovels, meat loaf cans and sausage tubs made an impressive display. In the picture are W. W. Hermann, J. S. Hyde and Clyde Greeno, all of the industrial sales department of Aluminum Cooking Utensil Co.; Oscar Biedermann, president, St. John & Co., Chicago; R. C. Deardorff, assistant sales manager, Aluminum Cooking Utensil Co., and Blair Adams, sales manager, St. John & Co.

2. **ADVANCE OVEN CO.**, St. Louis, Mo. The largest single piece of equipment shown at the convention, the 192-lb stainless steel oven, attracted large groups to the Advance Oven booth. Considerably dwarfed by the magnitude of the oven was the browning tank which completed the exhibit. Shown with Henry Rotterman are his son, Maurice, and daughter, Floria.

3. **DIAMOND CRYSTAL SALT CO.**, Colonial Salt Division, General Foods Corp., St. Clair, Mich. Sparkling in all its purity, the world's largest diamond (5,550.1 metric carats) attracted the fair sex and packers alike. An optically perfect crystal of salt, it was Diamond Crystal's method of dramatizing the purity of its product. Present to explain the exclusive Alberger process was Dr. J. A. Dunn.

4. **THE GIRDLER CORPORATION, VOTATOR DIVISION**, Louisville, Ky. A cutaway section of a Votator showed how it chills and plasticizes lard under pressure, helping to produce a stabilized lard free from separation and highly resistant to rancidity. Pictured at the exhibit booth are

Joe P. Thurman, manager, order department; Lamar D. Roy, jr., central sales manager, and E. H. Courtenay, jr., sales representative, New York.

5. **V. D. ANDERSON COMPANY**, Cleveland, O. Cracking expellers and solvent extraction equipment got the spotlight here as well as users of expellers all over the United States and Canada. Three of the firm's sales engineers are pictured: W. H. McCormac, Cleveland; J. C. Lundmark, Chicago, and J. E. Castino, New York City.

6. **TOWNSEND ENGINEERING CO.**, Des Moines, Ia. A brand new bacon skinner, shown on left, was introduced by Townsend as a fitting teammate for the Townsend Skinner and Flesher. Company representatives included Kern Blair, field manager, left, and Ray T. Townsend, president, right. In the center is A. F. Goetze, Albert F. Goetze, Inc., Baltimore, Md.

7. **B. H. BUNN CO.**, Chicago. Demonstration of two Bunn tying machines proved of much interest to packers who stopped to watch the ham and bacon tying machine, as well as the sausage carton tying machine in action. In photo (left to right): H. E. Bunn, vice president; C. G. Randall, in charge, Livestock and Wool Section, Farm Credit Administration, Washington, D. C., and D. W. Rogers, general manager, Detroit Packing Co., Detroit, Mich.

8. **CINCINNATI BUTCHERS' SUPPLY CO.**, Cincinnati, O. The Boss factory was featured with pictures of Boss vacuum mixers, hog dehairers, crushers, meat grinders, silent cutters, and rendering cookers. Fred W. Stothfang, sales manager, Cincinnati Butchers' Supply Co. (right) is shown at the booth with J. B. Wood, president of Chatham Foods, Inc. of Silver City, North Carolina.

generally can be determined by a trial-and-error method or by the use of an algebraic formula, is to determine a constant depreciation rate which can be applied to the diminishing balance and which will return the cost or other basis over the useful life.

In general, when depreciable property has its greatest usefulness during its early life it would seem a sound basis for use of the declining balance method of depreciation. A distinct advantage exists when tax rates are falling since the deduction for depreciation decreases in each succeeding year.

The Bureau now recognizes the use of the declining balance method of depreciation which constitutes a modification of its earlier position that it would neither approve nor disapprove its use in advance of the audit of the taxpayer's returns.

Presume that property with a value of \$10,000 is to be depreciated over a period of ten years. How would the figures appear for depreciation? The last example illustrates the problem.

I have had a lot of cases where I have used this and used it successfully in connection with the building of homes for veterans. They limit the depreciation rate that you can take so that your straight line rate is 10 per cent—they

only allow you 15 per cent. Fifteen per cent in a ten-year depreciation scale, if your rate is 10 per cent straight line method, would only give you depreciation of \$8,031.10 in those ten years. You are deficient. The GI is not getting anything out of that plan. Perhaps he is getting \$1,500 the first year where he would get \$1,000 by the straight line method, but at the end of the ten years he has only recovered \$8,000 and on the straight line method he has recovered \$10,000.

New Procedure Established

Probably any discussion of Section 722 should touch on two recent events relative thereto: formation of the Excess Profits Tax Council and the enactment of the Administrative Practice Act. The Excess Profits Tax Council, officially established in the Bureau on July 10, 1946, was the result of complaints that the Bureau was not administering Section 722 in accordance with the intent of Congress. Fifteen men comprise the council which is stationed in Washington. The council has completely superseded the technical staff and the chief counsel's office.

In each of the 39 agent's offices about the country, there has been established a Section 722 field committee which



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SHELF TRUCKS FOR MANY USES



Basic shelf truck is made of welded angle uprights and stations bolted to welded channel chassis, hot dip galvanized, with 20"x3" load wheels and 7"x2" neck type swivel casters either trailer type (shown) or balanced type with load wheels centered and one caster at each end. Standard truck has five shelves all one type. See below for types of shelves. Standard truck is knock-down construction.

DIMENSIONS:

Overall length	64"
Overall width	34"
Overall height	58"
Shelf length	59"
Shelf width	33"
Shelves spaced on 9" ctrs.	



PORK LOIN TRUCK: with steel rod shelves. No. 74 is trailer type. No. 75 is balanced type.

BOILED HAM TRUCK: with corrugated steel shelves. No. 76 is trailer type. No. 77 is balanced type.

BOILED HAM TRUCK: steel shelves corrugated long way. No. 78 is trailer type. No. 79 is balanced type.

WIRE SHELF TRUCK: with wire mesh steel braced shelves. No. 80 is trailer type. No. 81 is balanced type.

SLAT SHELF TRUCK: with steel slats welded to angle frame. No. 82 is trailer type. No. 83 is balanced type.

PORK LOIN TRUCK: with No. 12 ga. steel shelves. No. 84 is trailer type. No. 85 is balanced type.

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NATURAL SAUSAGE CASINGS

*We are buyers of Beef, Sheep and
Hog Casings. Consignments solicited!*

PREMIER CASING CO., INC.

624 ROOT ST. • CHICAGO 9, ILL. • Telephone: Yards 3411

will report its recommendations to the council. The council will review every case and will grant conferences if the taxpayer does not agree with the field committee's report, or if the council overturns a field committee report agreed to by the taxpayer. Additional evidence or facts submitted must be to or through the field committee.

From events so far it can be concluded that the taxpayer should attempt to persuade the examining agent to settle the case satisfactorily, and not to rely solely upon an appeal to the council. Therefore all the facts, arguments, and reasons for the exercise of a favorable judgment should be given to the examining agent. To withhold material until later will make incomplete the Section 722 record, which serves as the basis for the council review.

It is more important than before that claims be fully prepared and thoroughly documented before the examining review agent. All points raised by the examining officer and the committee member in conference should be met squarely with adequate arguments and facts. It may be a good idea after a conference for the taxpayer to submit his own version of a conference report together with such additional thoughts as have occurred. Have a brief look as well at the report the examining agent is required to prepare. It may be helpful and he will welcome assistance.

The meeting adjourned at 5:30 p.m.

(SESSION 4 begins on page 112.)

EXHIBITORS—4

1. **NATURALUX PRODUCTS CORP.**, New York, N.Y. Samples of Pliofilm liver sausage casings, arranged to spell Naturalux, formed a background for the display case of sausage. In front of the exhibit are P. H. Lassar, Harry Rosenfeld, and J. J. Dorkin, all of the sales department of Naturalux Products Corp., and Herbert Sorock, Hoffherr Meat Co., Chicago.

2. **ANEMOSTAT CORPORATION OF AMERICA**, New York, N.Y. The principle of the Anemostat air diffuser is being explained by M. P. Burt of Himelblau, Byfield & Co., Chicago Anemostat representatives, to Ted Broecker, president, Klarer Provision Co., Louisville, Ky.

3. **SPECIALTY MANUFACTURERS SALES CO.**, Chicago. Again this year. "The Old Timer," C. W. Dieckmann, greeted a host of old and new friends at this complete display of C-D grinder knives, plates, and cutter-knives. Pictured here is the manager of the Specialty Manufacturers Sales Co., C. W. Hess.

4. **ELI LILLY & CO.**, Indianapolis, Ind. The vital need for saving pancreas glands from which insulin is extracted was told to the many persons who stopped at the booth. Prominently displayed was a map showing the 29 accumulation points for shipping the frozen glands. In the photo are I. J. Klingaman and J. J. O'Keefe, both of Eli Lilly & Co.; E. Magana, a visitor from Mexico, and A. H. Bernstein, by-products department, Lackawanna Beef

& Provision Co., Scranton, Pennsylvania.
5. **THE GRIFFITH LABORATORIES**, Chicago. A jumbo can of Prague Powder curing pickle was the main feature here. Literature was offered about Griffith's cold pack process of canning hams, Eirado Cleanser, G-4 Anti-oxidant and smokehouse equipment. Four of the Griffith representatives on hand were: (standing) S. L. Thompson, southern representative; J. C. Hickey, Los Angeles representative; (seated) I. T. Suits, sales, and W. E. Houser, southeastern representative.

6. **THE EXACT WEIGHT SCALE CO.**, Columbus, O. Two weight-checking scales were shown as typical of the line manufactured by this firm—an all-duty scale of 12-lb. capacity and one for sliced bacon, chipped beef or sausage. J. H. Downer and Paul G. Kramp, Exact Weight Scale salesmen, are pictured.

7. **THE JOHN J. DUPPS CO.**, Cincinnati, O. The background shows a blowup of the Dupps color ad from *The National Provisioner* featuring a Rujak hydraulic press, crusher and rendering cooker. Pictured before the exhibit are (front) F. J. Norris, purchasing agent, and Robert McTavish, vice president of the company; (back) Vagn Jespersen of Denmark and John A. Dupps, president of John J. Dupps Co.

8. **U. S. SLICING MACHINE CO.**, La Porte, Ind. Representing his firm's interests at this year's convention, Z. K. Lamber discussed the heavy duty bacon slicer which features planetary action, circular concave knife and automatic sharpener.



CURES

SEASONINGS

FLAVORINGS

SPICES

BINDERS

MAKE AULA YOUR INGREDIENT HEADQUARTERS

Let AULA help you with your seasoning, curing and binder problems. AULA manufacturers a complete line of quality seasonings, natural and concentrated, for all types of sausages, loaves and specialties.

The famous "AULA-SPECIAL" is designed to give your

hams, bacon and meat specialties absolute flavor and color uniformity. Try SUPER-BLEND binder in all your loaves and specialties . . . the improved texture and greater sales appeal will amaze you. We specialize in custom-flavorings to meet your customers' demands. Write for particulars.

THE AULA COMPANY, INC.



OFFICE AND LABORATORY: 39-17 24th STREET, LONG ISLAND CITY 1, N. Y.



NIMPA—Session IV

FRIDAY MORNING, APRIL 18
BUENTE on Advertising; BEARD
Leads Federal Grading Panel

THE Friday morning session was called to order with A. B. Maurer presiding.

CHAIRMAN MAURER: The meeting will please come to order. I should like to report to you the results of the board meeting last evening.

The board changed the by-laws relating to dues applicable to firms doing a volume of more than \$9,000,000 a year. In other words, the dues were not raised except to permit the members whose volume exceeded that amount to participate in the cost of this organization in proportion to their volume. We have, I think, some 25 members doing business exceeding \$9,000,000 a year.

At the suggestion of members in the 11 western coast states, a new division was created, to be known as the northwestern division. It will include the following states: Idaho, Oregon, Utah and Washington, from the western division and Montana and Wyoming from the midwestern group. We will have left then three states to be known as the western division, California, Arizona and Nevada. I think this realignment of our setup will assist materially in bringing into our association many members who have up to the present time seen no reason to join.

The board approved the appointment of the 1948 convention committee to have full charge of all convention details.

A plan was approved, designed to require the government to pay out of its own appropriated funds all regular pay and overtime for federal inspectors, government graders, wages and travel expense. A great many of the members have been forced to pay considerable overtime to their BAI inspectors during the past several years to the point that it has become a financial burden. Mr. La Roe is going to investigate that for us to see if we cannot be relieved of that burden.

Now we come to the most important part of my report, the officers for the ensuing year. Your new treasurer is Mr. Henry Neuhoof of Dallas, Tex., who is not present. The executive vice president, secretary and assistant treasurer is our genial Mr. C. B. Heinemann. Our first vice president is a gentleman of a great deal of ability, experience and knowledge and I know we are very happy and very fortunate to have him serve as our first vice president, Mr. W. C. Codling.

MR. CODLING: Mr. Maurer, ladies and gentlemen: I feel honored to have been elected to serve as your vice president for the ensuing year. I can assure you that I shall do everything that I can and give you the best I have. Thank you.

CHAIRMAN MAURER: Thank you, Mr. Codling.

Your new president is a young man who served our country during the last war well and for a long time at great sacrifice to himself. He was overseas the bulk of the time that the war was going on and I think he deserves a tremendous amount of credit for that voluntary sacrifice. In addition, he is



W. G. MUELLER



A. B. MAURER

intelligent, aggressive, capable and full of the experiences of a lifetime in packinghouse work. Our new president, Mr. William G. Mueller of the American Packing Company of St. Louis.

PRESIDENT-ELECT W. MUELLER: Thank you very much, Mr. Maurer, members of NIMPA, ladies and gentlemen.

It was indeed a surprise to me when I attended the board meeting last night and found that I had been selected to be your president for this year.

I have no personal ambitions, I have no desire to do anything more than to serve you this coming year. We shall try to be active, we shall try to continue to be of service on the policies that were laid down during the years past, especially some of those that have been added in the past year under the direction of Art Maurer, we shall continue to pursue.

During the year, as problems present themselves, and there will be problems—I anticipate that at times we may feel the problems we had under OPA were insignificant compared with what we might face in the few years in the future—as they present themselves, we will be ready to serve you and I hope that with your kind cooperation, the same fine spirit NIMPA has had since its beginning, this year will be the most successful it has ever had.

My first official act is to introduce to you your chairman of the board for the coming year, and that is none other than our good friend, Mr. A. B. Maurer.

CHAIRMAN MUELLER: It is now my pleasure to present to you Mr. George P. Buente, who is president of George P. Buente, Inc., who will talk to you on the subject, "Food Advertising Types and Value."

TYPES AND VALUE OF ADVERTISING ON FOOD

GEORGE P. BUENTE: When any representative group of industrialists or business men invite an advertising man to talk to them on the subject of advertising, believe me, gentlemen, that is news . . . and I very deeply appreciate the invitation.

However, the very word "advertising" or the term "advertising man" immediately presents a problem; for here we find one of those words that, while in common everyday use, means something a little bit different to everyone who uses it. I daresay that were we to pass around ballots and ask each one of you to define what you understand and mean by the word advertising, we would have almost as many definitions as there are people in the room. And these definitions would range from being flattering to the point of adulation, to some who consider every advertising man a personal enemy to be dealt with on sight.

Typical Advertising Man?

Indeed, if we were to take as the typical advertising man some of the characters recently portrayed in the movies, on the radio and in several recent works of fiction, we would find him to be something like this: In the first place, and this goes without saying, he is scarcely ever sober; he is known by initials rather than by name; his office resembles a Hollywood movie set and is usually in a penthouse; his secretary is a beautiful blonde who is usually found sitting on the boss' lap. In these rather cozy surroundings and, in between dry martinis of course, our advertising man thinks up new and interesting ways for his clients to lose more and more money.

I can only say, gentlemen, that this is very nice work if you can get it.

Seriously, however, modern advertising is quite a different business. Today advertising is a highly specialized profession and the modern and competent advertising man is well worthy to take his place alongside the engineer and the lawyer as well as the other professions.

In order to prepare you for some of the things I am going to discuss with you, I propose to outline briefly the development of modern advertising as a profession; to describe some of its functions as a producer of business and



G. P. BUENTE

profits and then, putting this information to work, to make a consumer and market study and close with some definite recommendations as to the course which, in my opinion, the packing industry should be thinking and planning in the light of what we know about conditions prevailing today and those we believe will prevail tomorrow.

Evidences of advertising are traceable as far back as Herculaneum and Pompeii at which time they consisted of simple statements chiseled into live stone and contained the simple statements that here dwelt a goldsmith, or baker, or dealer in precious stones.

The next development came following the invention of the printing press and the development of the newspapers. Here again, it consisted mostly of announcements of the lost, strayed or stolen variety in which owners advertised and offered rewards for runaway slaves and strayed or stolen cattle.

Later on these announcements were augmented with the first selling copy and carried the information John, son of Seth, did fine cabinet work, or made excellent baskets or—and this is a more modern and authentic case—Paul Revere made fine table silver. Now because there was very little centralization of population and no centralization of industry, as the use of newspaper columns for advertising grew in popularity, the problem of collecting the copy and getting it to the newspaper

EASTERN OFFICERS

Officers and directors of the NIMPA eastern division elected at the meeting are (left to right) Bernard Forst, Forst Packing Co., a director; Robert A. Hofmann, North Side Packing Co., director; A. F. Goetze, Albert F. Goetze, Inc., a director; and John A. Heinz, Heinz Riverside Abattoir, vice president.



became a problem and was solved by the appointment of agents who would collect the copy and see that it reached its destination. These agents were usually the post houses and ale houses located along the high roads that carried the traffic of the day. They were paid a commission on the orders they sent in and were the grandfathers of the present day advertising agency.

As cities grew up and industry tended to become more and more localized, more and more such agencies were established. As the use of the advertising columns grew, these agencies became more desirable and competition developed among them for the business available in each territory.

This competition led to the development of services such as copy writing and a study of the best papers to use.

For these services no charge was made to the client and thus was laid the basis for advertising agency operation which persists to the present time.

However, the use of what we know as display advertising, that is, a larger space utilizing both artwork and copy, got its real start in England. Advertising at this time would be described today as reminder advertising.

One of the first serious users of display advertising was the manufacturer of Pear's Soap. Doubtless some of you here present can remember the illustration of the lovely lady of the day and the copy, "Good Morning, have you used Pear's Soap?"

Advertising in the United States was greatly stimulated by the development of the automobile and the perfection of mass production methods that threw

Our 66TH Year

Your patronage through these many years is acknowledged with deep-felt appreciation. We trust that we shall continue to merit the same confidence you have shown in the past. It has been our extreme pleasure to serve you of the Meat Packing Industry.

THE CASING HOUSE
BERTH. LEVI & Co., INC.
ESTABLISHED 1883

NEW YORK CHICAGO LONDON
BUENOS AIRES AUSTRALIA WELLINGTON

enormous quantities of consumer products of all kinds on the market and each manufacturer was faced with the absolute necessity of creating actual consumer demand for the product of his plant on the penalty of going out of business altogether. Many firms with popular products with general consumer acceptance felt that they were strong enough to withstand the competition of newer and more aggressive firms and just stood pat. A very large number of them passed out of the picture and are almost forgotten. Typical of this trend was the product Pearline, the first widely accepted soap powder. They failed to advertise and the manufacturer of Gold Dust moved in and

stole their entire market from them.

From this time on advertising came to be more and more understood as a sales tool and the advertising agency became more and more a research organization which studied and analyzed markets and media and placed the consumers of goods under the microscope in a study designed to determine the impulses that make people buy one brand in preference to another.

Today, we find the advertising business or profession still learning and still growing and gradually a new type of advertising man is replacing the typical agency man of yesterday who was frequently a better salesman for his agency than he was planner for his

EXHIBITORS—5

1. C. E. DIPPEL & CO., INC., New York, N. Y. The firm's hydraulic operated meat and fat dicing machine attracted many of the equipment minded packers. In photo (left to right): H. G. Dippel, sales manager, C. E. Dippel, president, Alfred Yentis, owner, Penn Beef Co., Philadelphia, George A. Casey, president, John J. Felin & Co., Philadelphia, and R. C. Briggs, president, L. S. Briggs, Inc., Washington, D. C.

2. WESTINGHOUSE ELECTRIC CORP., TENDERAY DIVISION, Bloomfield, N. J. Your mouth would have watered at the sight of the Tenderay T-bone steak exhibited in flashing color with several brands of packers who regularly feature Tenderay beef. Bob Ballantyne, Westinghouse Tenderay sales manager, and H. W. Wernecke, manager, advertising sales, The National Provisioner, are shown in front of the booth.

3. THE ALLBRIGHT-NELL COMPANY, Chicago. Photographs of plant installations showed the Hydramatic Bacon Slicer and the Anco Bacon Press in use. Packers were invited to Anco "Headquarters" upstairs. Pictured at the booth is N. J. Allbright, vice president of the firm.

4. E. G. JAMES CO., Chicago. Featuring various items of the 50 different firms they represent, the E. G. James booths displayed practically everything packers use, from acid and water resisting paints, hoists and trucks to a complete walk-in cooler. Shown in photo are: R. B. Laws, sales manager, B. H. Hubbert & Son, Inc., Baltimore, and Warren Henry, sales manager, E. G. James Co.

5. H. J. MAYER & SONS CO., Chicago. Large sepia prints showing exterior and interior views of the "Home of Never-fail" seasonings and meat cures added an informative touch to the Mayer booth. On hand to greet the many Mayer friends were Frank A. Mayer, vice president, and E. O. Endres.

6. HYDRO-TEX CORP., Chicago, Ill. Displayed was a complete line of Hydro-Glass all plastic aprons fabricated for packers, as well as butcher coats and all plastic coats for drivers. In photo are Robert T. Long and J. M. Sans, Hydro-Tex Corp. sales representatives.

7. REYNOLDS ELECTRIC CO., Chicago. A miniature working model of a cold storage room equipped with Reco refrigeration fans added to the interest of the Reynolds booth. Other Reco products for packers shown included a combination air circulator fan equipped with germicidal lamps and a fly chaser fan. Pictured here are W. O. Laib, vice president; E. P. McDonnell, superintendent, and Clyde Tompkins, advertising manager.

8. HOY EQUIPMENT CO., Milwaukee, Wis. The new Hoy pressure loaf molds and a working model of the firm's ham press were the focal point of this exhibit. Also on display were smoke sticks for skinless frankfurts and various sized meat loaf pans. In photo are R. C. Briggs, president, L. S. Briggs, Inc., Washington, D. C., and Frank H. Hoy, president, Hoy Equipment Company of Milwaukee, Wis.



Guardians OF THE NATIONS FOODS CHICAGO

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DETROIT
1448 WABASH AVE.

**UNITED
STATES
COLD
STORAGE**

DALLAS
1114 WOOD STREET

KANSAS CITY
500 EAST THIRD ST.

★ Four modern fortresses for guarding the nation's foods.

★ Located in four large cities affording excellent local markets and efficient nation-wide distribution.

★ Serviced by men of experience and responsibility.

★ Direct rail connections and storage-in-transit privileges at all warehouses.

WRITE FOR DETAILS



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client. Today's advertising man is a two way specialist. He specializes in advertising, marketing, sales promotion and packaging on the one hand. On the other he further specializes in certain types of products or certain lines of business.

Thus we find the heavy industry specialist, the specialist in soft goods and fabrics, the consumer specialist and the specialist in foods and food products. Business has become so complex that a general knowledge of advertising no longer suffices if your advertising man is to qualify as counsel. Your advertising counsel is interested and must take into account every single factor that has any influence or bearing on sales or profits. This frequently brings him into conflict with the very client he is trying to serve.

I am not going to discuss the techniques, mechanics or theory of advertising. It is sufficient to say that if you are going to get the best out of your advertising agency or counsel, you must give him your confidence. His work can be only as effective as his information about your company and your particular problems.

So, instead of discussing theory I am going to attempt to put these theories to the test and for the balance of the time allotted to me, I am going to assume that you gentlemen are stockholders in a large and typical packinghouse. Let us further assume that you have retained me as your advertising

(Continued on page 118-A.)

EXHIBITORS—6

1. **FIRST SPICE MIXING CO.**, New York, N. Y. Packers and visitors were given an opportunity to prove their knowledge of meat by guessing the weight of a giant salami made with the firm's "Three in One" dry sausage rohwrst compound. Those in photo include: Felix Epstein, president, First Spice Mixing; Dave Rose, sales, Cincinnati Cotton Products Co., John H. Feyl, sales manager, First Spice Mixing Co., Harry Freeman, Cincinnati Cotton Products Co., William Bickler, Sayer & Co., and Frank McKenna, Pasteuray Corp., St. Louis, Mo.

2. **KAUFMAN & CRANLEY**, Chicago. As germicidal ultraviolet ray consultants, their booth featured Rad-i-Air lamps for meat coolers, offices, homes or for utility purposes. Shown in photo are E. Kaufman and J. Cranley, partners.

3. **FEARN LABORATORIES**, Franklin Park, Ill.: Their booth featured the firm's complete line of flavor builders, sausage binders and meat cures. Fearn was well represented at the convention. Shown in the photo are Charles B. Hill, jr., president, and Joe Kleckner, general sales manager. These men and other representatives of Fearn Laboratories who attended the convention were helpful in discussing seasoning problems with sausage manufacturers.

4. **CINCINNATI COTTON PRODUCTS CO.**, Cincinnati, O. In addition to providing a comfortable lounge for their many friends, this firm displayed a large assortment of stockinettes and shroud cloths. On

hand to greet visitors were: C. E. Wessel, Sidney Goldfarb, Julia Brilliant, Louis Goldfarb, Harry Freedman and David Rose.

5. **J. S. HOFFMAN CO.**, Chicago, Ill.: This firm displayed its entire line of cheeses, ranging from grated Italian and American cheese to processed brick American and Blue cheeses, as well as the firm's spiced luncheon meat and ham. In photo (left to right) D. J. Holman, president, Fort Worth Dressed Beef Co., Fort Worth, Tex.; Charles A. Faye, district sales manager, J. S. Hoffman Co., and Abe Rubin, owner, Dallas City Packing Co.

6. **THE NATIONAL PROVISIONER, INC.**, Chicago. The National Provisioner "Service Centers" took good care of exhibitors' and packers' needs, both in the exposition hall and on the convention floor, passing out Convention Notebooks for entering Hospitality room numbers and locating exhibits, taking messages and answering questions. Part of the staff are shown here: Seated, Eleanor Kummer and Lillian Carlberg. Standing, Dorothy Gallagher, Jean Clohesy of the editorial staff, Chris Busalacchi, Edward R. Swem, editor of *The National Provisioner*, and Lester I. Norton, vice president.

7. **AFRAL CORPORATION**, New York, N. Y. Afral's "Honey Sweet" sugar cure was given top billing in this year's exhibit. Also displayed was the firm's line of seasonings. Present to greet packers were P. A. Schuster and W. J. Oliver, sales department, and W. E. Oliver, general manager. Many packers and sausage manufacturers stopped at their booth for advice.

GLIDDEN



QUALITY SOYA BINDERS



Complete Line of Certified Food Colors

THE GLIDDEN COMPANY

SOYA PRODUCTS DIVISION

5165 West Moffat Street • Chicago 39, Illinois



"SOYABITS"

Practically fat-free ... more than 51%
Protein ... mild flavor ... light color.



"SOYALOSE"

Low fat content ... rich in Protein
... bland flavor ... light color.

FOR

**SAUSAGE • LOAVES
CHILI CON CARNE
SCRAPPLE • CANNED
MEAT PRODUCTS**



"Just Around the Corner"

So far as our International Union is concerned this month marks the end of a long road. The Burnham Building which has housed our organization for the past twenty-three years is not being torn down, but for us it might just as well be. We are moving to new headquarters—

201 NORTH WELLS STREET

The familiar 160 North LaSalle becomes passe. This month the lights will be extinguished and fireplaces of memories will kindle their last glow. In moving, it is like leaving an old homestead where pleasant thoughts, old faces, triumphs and disappointments lurk in every room.

At 160 North LaSalle our International Union grew in the face of bitter opposition. It was the familiar haunt of men like Michael J. Kelly, Dennis Lane, John J. Walsh, Timothy McCreash and a host of others as equally illustrious without whose help and advice our great International Union might not have survived.

Old 160 North LaSalle stood out as a citadel for new unions just born and old unions in strife. It has been the shrine at which young and new executives followed in the footsteps of wise men who bowed out or passed on after Father Time had given them a merciless beating in the work of the International Union. 160 North LaSalle has been for all of these twenty-three years the meeting place of grim-faced, determined, sincere, honest, and trustworthy leaders of men and women in the great meat industry of our nation.

JUST AROUND THE CORNER, however, at 201 NORTH WELLS STREET, to the new International Union headquarters, we shall bring the same spirit, determination, good will and fair play with us. JUST AROUND THE CORNER will be the new pathway to new glories for one of the finest organizations ever affiliated with the American Federation of Labor—THE AMALGAMATED.

FAIR TO THE PUBLIC—FAIR TO THE EMPLOYER—FAIR TO THE MEMBERSHIP.

And so we say goodbye to the old home to welcome the new.

Amalgamated Meat Cutters and Butcher Workmen of North America

E. W. JIMERSON
President

PATRICK E. GORMAN
Secretary-Treasurer

201 NORTH WELLS STREET • CHICAGO 6, ILLINOIS

counsel at a very large fee . . . and I use the term large fee advisedly, because it has been my experience that, regardless of the actual amount of money involved, if it is to be spent for advertising, many business men feel that it is too much.

I will further assume that you have commissioned me to make a study of your operation and to make suggestions and recommendations having to do with the sale, merchandising and advertising of your products, to economically increase sales and produce a larger profit.

And here I would like to make one statement. Just as I, in every contact with my own clients, insist on the privilege of being honest and of speaking my mind whether they like it or not, so in the brief presentation that follows I propose to speak my mind to you and to tell you exactly what I think and feel.

Some of you are not going to like what I have to say; many of you may disagree with me. But this I predict to you. During the next few years most of you will forget me entirely and may forget that on such and such a date, in the city of Chicago, certain things were said, but I will promise you that you are going to think often of the conditions I propose to discuss with you and will have to take account of them in your planning.

Typical Successful Client

In the first place, let me take a look at this new client of mine. It is a large and well established plant. They are successful; they have made money; they turn out a fine product and they enjoy the respect of the industry and the trade. They daily meet and successfully handle all the problems of procurement, processing, labor relations, plant maintenance and modernization. They have even played around a little with some of the postwar plans we all talked about during the war and about which so many of us have done so little. From the production lines of this plant flow a steady stream of products, typical of the operation; fresh meats, processed and smoked meats, sausage products and by-products.

Through one or another, and sometimes several, of the normal channels of distribution these products leave your plant and eventually find their way to their ultimate objective—the dinner table of the American family. Behind these products, forcing them into these channels of distribution, is your sales department, your broker and the jobber.

Let us for a moment liken these channels of distribution to a long tube that originates in your plant and ends in the retail store where it is purchased by the consumer. The sales effort that has pushed your merchandise through this tube is your sales and merchandising effort and can be likened to compressed air pressure but . . . what of the product when it reaches the other end? Will it pile up and jam up the tube and require further pressure in

PACKERS CHAT IN TERRACE CASINO

Left to right, G. W. Cook, president, Emmart Packing Co., Louisville, Ky.; A. B. Maurer, Maurer-Neuer Corp., new NIMPA board chairman; Henry Neuhoff, jr., Neuhoff Brothers Packers, Inc., Dallas, Tex.; and R. A. McCarthy, Beach Packing Co., Huntington Beach, Calif., talk things over in the meeting hall.



the way of price reductions or deals to get it onto the counters and into the show cases of the retail store?

It is here, at the end of the line, in the presence of the consumer who—and let us not forget this—is your actual customer, it is here that advertising takes over. As we have described sales and merchandising effort as pressure at your end of the tube, so we can describe advertising as creating a suction at the other end. Working in entire harmony with your sales department and functioning as a part of your team, it pulls your products through the tube and gives them a place to go, eliminating the danger of jamming and piling up.

It is the function of advertising to make the consumer want YOUR products and to demand them by name, in preference to those of your competitors.

A very good friend of mine and well known to all of you recently said, "Too many packers depend entirely on the primitive urge for sustenance to create

a market for their goods." This is the same urge that in the past sent your ancestors and mine out into the fields and forests with a stone axe to satisfy their hunger and that of their families.

But, gentlemen, whether you care or whether you do not care, the stone axe age in selling is past. In the months ahead you are going to have to give increased time and attention to the American consumer.

And here let me repeat, regardless of the channels through which your goods reach her, it is this consumer who is your actual customer. It is the consumer's dollar that filters back through retailer and jobber that keeps your plant in operation and which pays salaries and profits.

It is my opinion, and I am going to attempt to prove it to you, that the great meat industry of this country has devoted far too little time to this, your customer and meal ticket.

Who is this important customer of yours? What does she do? How does she work? And what is she thinking about as she goes about doing her job?

Well, she is the average American woman, like your wife and mine, who raises your children, keeps your house and must also be a caterer who plans your meals that are tasty and palatable, economical and have good nutritional value. Whether or not it is called a budget, she has a limited amount of money to spend for the week's food.

All Foods in Competition

And here I would like to make a most important point. You not only compete against the meat and meat products of competitive packers. You compete for every cent of her weekly budget with every single item of any nature whatsoever that has a place on the shelves of the food store.

So, with this information in mind, let us examine a typical weekly shopping list to see if there may not be something to be learned from it. The weekly shopping list of our typical American housewife reads something like this: 1 pkg. Spick and Span; 6 cans Nestle's evaporated milk; 4 cans Campbell's soup; 1 sack Gold Medal flour; 5 lbs. Jack Frost sugar; 2 loaves Bond bread; 2 packages Jello; 1 package Diamond Crystal salt; 1 standing roast, 3 ribs;



DENVER AND POINTS EAST

TOP: Louis K. Sigman, president, K & B Packing & Provision Co.; and Stuart Fiedelman, secretary, Landers Packing Co., both located at Denver, Colo.

LOWER: Richard A. Moyer (left) and Allan J. Braun, both of Braun Bros. Packing Co., Troy, O.

3½ lbs. sirloin steak; ½ ham; 2 lbs. frankfurters.

Now, there are two highly significant facts immediately apparent in the list I have just read which, I am sure you will all agree might be found in the kitchen of almost any home in the land, with due allowance made for a variation in brand preferences in various parts of the country. These two facts do not vary.

In every section of this country, women have learned to ask for the products they, for one reason or another, feel are the best—or at the very worst—the products they feel are as good as any other.

It goes without saying that the products must be of such a quality to be worthy of the confidence of the consumer and, in these days of fast and hard competition, the names of these products must be kept constantly in the minds of the people who buy them.

Have you ever stopped to think how difficult it is to change a brand once you have really developed the habit of calling for it by name? Just consider this fact for a moment. I take it that most of us smoke cigarettes. Most of us have a favorite brand. Our brand preference is not strong enough, nor is there enough difference between the various brands that we do not enjoy another brand when we run out of our own. Then too, we are constantly being bombarded with the advertising of other brands, and sometimes we decide to try out the new brand that has attracted our attention. How many times do you have to visit your regular tobacco store before you invariably remember to ask for the new brand?

Power of a Name

Just one or two more examples of the power of a brand or trade name. Take the word Victrola, or Frigidaire, two brands or trade names that have become synonymous with a type of product. How many people do you suppose there are in the United States who daily use these trade names when in reality they are not referring to the particular products they represent. It is impossible to over-estimate the advantage of such name acceptance and demand.

But there is a further lesson to be learned from this typical shopping list and one far more important to you gentlemen in the meat industry. Whose meat did she order? Whose roast . . . whose steak . . . whose ham and whose frankfurters?

In the case of the fresh meats, at least, she doesn't know—she has no way of knowing. She just asks Joe or Charlie, her favorite butcher, for a tender steak or a nice roast—and gentlemen, mark this well, at this point in the transaction, all your experience, all your pride in the quality of the product turned out by your plant, all your fine reputation and all the know-how developed in 25, 50 or even 100 years in business are placed at the tender mercies of a retail butcher.

It just doesn't make good sense.

You may say and feel that in the very anonymity of your product there is an element of safety, that if you don't get the credit for a good steak at least you won't be blamed when they do not come up to expectations; that as long as your competitors do not get name credit, you compete on even terms.

But, gentlemen, here you fall into a very grievous error. Because today, you compete not only with other meat packers, you compete for the consumer's dollar with every food product of every kind and variety. There are only so many dollars in this consumer's food budget and where she goes over on one she must, of necessity, go light on the other.

How can you as individual packers sell your products in this sort of a market when the great bulk of your products carry no identification at all?

Brand Consciousness

Let us carry this thinking one step further and trace back the various steps in retail merchandising which have brought the consumer to this acute brand consciousness. Years ago, Mrs. Average Housewife telephoned her orders to her favorite store or made her weekly or semi-weekly visits to the grocer, the baker, the produce store and to the butcher.

Branded goods, while well known, had not reached the peak popularity they enjoy and women were much less brand conscious. What they actually purchased at each of their favorite retail stores was the integrity of the retail merchant and his reputation for quality and fair dealing. He was more than a source of supply—he was a friend—he owned his own business, was a neighbor, his children went to school with your children and not infrequently he became a director of the local bank or

building and loan association. He extended credit, and when times got tough, he frequently carried families over the bad times. He was a neighborhood institution.

The advent of the chain store, while it did many things for the housewife, did change this personal relationship. It also changed the relationship between the canner, the processor and the packer and the retailer, for with the coming of the chain store came the private brand and large buying combines. Suppliers without adequate consumer recognition or whose products were sold loose and without trade names found themselves at a terrific disadvantage in dealing with the chain and the buying combine.

In self defense, canners, sugar refiners, coffee roasters and biscuit bakers, to name a few, abandoned shipments in bulk and hastily packaged their products under their own brands and carrying their own names. They were then in a position to approach the consumer direct, through the medium of advertising and in this way control, in part at least, their own market. It is a far cry from the cracker barrel to the National Biscuit Company, from loose coffee to Chase and Sanborn and Maxwell House, from bulk sugar to the packaged products of the large sugar combines of today.

But what of the meat business? Did the packers follow along and profit by the experiences of the coffee roaster and the sugar refiner? Well, to a certain extent they did but the very nature of their business, it was felt, made it impossible to do anything about it.

And so today, in the year 1947—and I say this without any desire to be either critical or offensive—the great meat industry still finds itself in the cracker barrel stage of development so far as consumer recognition and de-



ANCO MEN AT PRE-CONVENTION LUNCHEON MEETING

Pictured at an Allbright-Nell Co. sales meeting held at the House-On-The-Roof atop the Sherman hotel in Chicago on Monday, April 14, are: (front, left to right) A. E. Ozol, W. D. Broughton, A. O. Lundell, F. C. Gribbon, J. G. Allbright, N. J. Allbright, E. E. Bright, T. Waller and F. E. Oldenburg. Rear: H. A. Wright, H. A. Scherer, James Lawson, H. O. Hague, K. D. Kubaugh, B. S. Harrington, jr., L. E. Lambert, J. H. Shaffer, F. C. Hilbrecht and R. W. Illsley, all of the Allbright-Nell Co., Chicago.

mand are concerned, and this in an era when the consuming public is brand conscious to the nth degree.

Now let us examine this condition critically and honestly. Ask yourselves some very frank questions and answer them just as frankly and just as honestly.

Is it necessary for you to send the largest part of the production of your plant out into the market un-named and unknown? Is there anything you can and should be doing about it? Are there any changes in the conditions under which women shop—any developments in packaging, merchandising, processing or marketing the products of your plant—that offer opportunities for the identification of your products to your real customer?

Before jumping to any conclusions on this highly important and in some ways vital question, let us examine the purchasing habits of the women who are your ultimate customers to see if here, at the point of sale where your customer is actually in the presence of the goods with the money in her pocket and in a buying frame of mind—let us see if here at this highly strategic spot conditions favor consumer identification of meat products.

Well, we all know that during the past 20 years there has been a steady and ever increasing trend toward self-service in retail food stores. We have seen the development of the super market from a sort of warehouse operation, selling in case lots directly from its location which was usually on a railroad siding to the point where the largest chains in the business are going over to virtually a 100 per cent super market or self-service operation.

Trend Toward Self-Service

Self-service buying received enormous impetus during the war which we hope has really ended, when gasoline rationing and a critical rubber shortage eliminated the last of the so-called service operations. Your customer today is thoroughly conditioned to self-service and on the whole, she likes it. And this for several reasons. Not only are the goods displayed in such a manner as to be readily available, but she gets ideas as she shops the modern super market. The merchandise itself suggests new and interesting meal time variations and reminds her of the suggestions made in newspaper advertising, over the radio, on billboards and car cards.

The impulse to buy, long a highly important factor in other forms of retail advertising, has now become an extremely important factor in retail food merchandising.

With the growth in popularity of the super market, intelligent management has studied the buying and even the traffic habits of women. As an evidence of what such a study can mean, let me tell you an interesting story.

In an effort to find out exactly what the average woman did when entering

A VISIT IN THE LOBBY

Left to right are Fred J. Clark, vice president; F. W. Hagerman, secretary; and Fred M. Tobin, president, all of the Tobin Packing Co., exchanging pleasantries with Frank H. Hoy of Hoy Food Products Co., Milwaukee, Wis.



a super market, I had several hundred of them studied. During this study, trained research workers followed individual women selected at random around the store, for as long as they were in it. Their routes through the store were plotted on a regular floor plan. Both stops and purchases were marked on each individual chart kept by the merchandising analysts.

The results were amazing. We first of all discovered that the American woman likes short cuts—that she is allergic to corners. That immediately upon entering a super market, almost 90 per cent of them turned right at a 45 degree angle, completely ignoring the front right hand corner of the store. All four corners of the store suffered from the corner-cutting tendency.

Meat in the Corner

This situation was corrected and overcome by placing in the four corners of the market, the four departments for which, our survey showed us, women were really willing to look. They were the produce department, the dairy department, the meat department and the soap and cleanser department.

I mention this little incident merely to show how far the science of self-service merchandising has developed away from the personal, conversational methods in vogue just a few years ago. So we know that women like to shop in self-service stores and that alert and progressive management is constantly studying the best way of handling them and of merchandising to them.

But I would not have you believe that all this has been done without any headaches or without any negative factors. Two of these headaches exist today. Both of them must be dealt with and solved before super market merchandising can be said to have really arrived.

The first of these bad spots is at the checking counters. After the customer has shopped the store and is ready to leave, it is sometimes necessary on busy days and where stores are short handed to wait from 15 to 45 minutes to be checked out of the store. All operators of busy super markets will tell you of baskets and carriages, completely filled and representing an important volume of business that are abandoned by women who either cannot wait any longer or who have reached that point of exasperation where they are no longer willing to wait.

This problem is being studied by every chain in the country but as yet no really satisfactory solution has been found. And I might say in passing that there is a fast million dollars waiting for any of you gentlemen who are of an inventive turn of mind if you can solve this problem.

There is one more headache to be discussed. But while this is a headache to the consumer and to the operators of super markets, it presents you gentlemen with what I believe is the greatest opportunity ever to be presented to your industry. This headache is, of course, the meat department, where in an otherwise completely self-service store, it is still necessary in over 90 per cent of them for the customer to wait for the personal attention of her favorite butcher and then to wait while the meat is cut, trimmed and packaged.

Here again, and this figure is arrived at by timing women in stores while they are actually shopping—here again the waiting time may run between 20 minutes and three quarters of an hour.

Self-Service Breaks Down

Let us take time to consider this condition. Here at the meat department where—and I don't think anyone would contest this—where your customer is about to make her most important food purchase, the whole theory of self-service breaks down and she is back 25 years in the horse and buggy era again.

While she is waiting at the meat counter, she is in immediate proximity to the shelves on which are stacked many, many items that are attractive and interesting. Many times, from sheer boredom, she picks up one or more of these items and puts them in the basket or carriage.

And because we will all admit, I am sure, that meat must compete for the customer's dollar with every product in the store, here is a part of the budget gone.

And, in passing, this method of retailing practically eliminates any possibility of an impulse buy of some tasty little specialties, already packaged and waiting for the shopper to pick up and pop into her shopping basket.

Now, gentlemen, these are the facts and I do not think many of you will be inclined to argue with me when I say that your industry, taken by and large, has failed to take these conditions into

account in your plans for securing your full share of the customer's dollar. And this is particularly regrettable when we consider the fact that the consuming public is more meat conscious at the present time than it has ever been in the history of this country.

Pre-packaging a Solution?

Is there an answer to this very important question? There certainly is and I propose to discuss it with you, remembering all the while that you are my clients and that we are considering the well-being of your company.

The answer lies in pre-packaging all meat products both fresh and processed and the conversion of the meat department to a completely self-service operation.

But, you ask, is this not a problem for the individual market or of the chain? Well, this may certainly come to pass but, gentlemen, there is no salvation for the packer in an operation where the retailer cuts up and packages your product under the same conditions of blackout as to the source of the goods as exists today.

The packers' opportunity lies in packing their own products, under their own names, in their own trademarked packages—either quick frozen or fresh and in coming at long last into the full possession of their own business and their own destiny.

And here, at this point, I can almost hear what many of you are thinking. If I were a medium and could go into a trance and listen to some of the things you are saying to yourselves, here are some of the things I would be hearing. This guy is crazy. He doesn't know the meat business. It will never work. If it were any good, some of the big fellows would be doing something about it.

Well, let's just take a look to see how crazy I am. What I am going to tell you now is based on personal knowledge and a careful study of the figures of experimental work that has been conducted over the past several years by chain stores, manufacturers of equipment, manufacturers of plastic wrapping and packaging materials and packers themselves.

What Chains Have Found

Several chain store organizations have conducted exhaustive tests not alone on public acceptance of pre-packaged meats but on all the economic aspects of it.

This is what they have found. The public really likes it. It substantially cuts sales costs. It eliminates waiting time at the meat counter. So much for the retailer.

How about the packer? And let me remind you once again that I am not guessing. What I tell you now, I know to be true.

One of the country's largest packers, after extensive experimental work with packaging materials, self service holding cases, quick freezing equipment and all the other factors that must be con-

sidered, is now training a force of field merchandising men to help the retailer in merchandising pre-packaged and branded meats, both fresh and processed.

Are consumers responsive to branded fresh meat? Will they listen to claims that take a steak, let us say, out of competition with the steaks of other packers?

That they are responsive was definitely proven to me when I directed the Tenderay campaign for the H. C. Bohack Co. on Long Island. The Westinghouse Tenderay process was installed as a part of Bohack's modernization program. For the very first time in the history of the meat business, we were presented with an opportunity to go to the consumer with something new and different to say about beef. We took advantage of the opportunity and within a very few weeks we had not only doubled the sale of beef, but had substantially increased sales, not only in the meat department but in every department of every single one of the more than 400 markets.

In my talks with packers in various parts of the country I have been amazed to learn how very few there are who are just not taking this situation and this opportunity seriously. One packer, in Philadelphia, is making a very intelligent approach to the problem. He has opened a retail outlet, not, as I understand it, with any serious idea of entering the retail field, but rather with the determination of finding out at first hand just what the advantages and the problems are, and—of putting this information to work when he has found out what he wants to know.

Problems there are and problems there will always be, but what development has ever taken place without problems?

A lot of the thinking and experimenting has already been done. Equip-

ment manufacturers and manufacturers of wrapping and packaging materials are ready and waiting for you. In fact, they have been waiting for some time.

Let me urge upon you, gentlemen, the urgent necessity of giving immediate thought to the conditions which have combined to bring this really phenomenal opportunity to you. No one likes to be told that they are lucky, but I seriously believe that in the past five or six years your industry has been extremely lucky. And here is where I think you have been lucky.

Free Advertising for Meat

You have received a billion dollars worth of free advertising during the war just closed, in the campaigns sponsored by the government to sell the American public on the fact that meat is, by far, the most important item in the American diet. This was done in all the campaigns undertaken to make rationing acceptable and to explain why the armed forces had to have plenty of meat if they were to function at top efficiency.

Millions of dollars were spent by manufacturers of meat substitutes and extenders in an effort to make the meat supply go further. These campaigns were highly effective, but, for every dollar of value they got out of their campaign, the meat industry got two, for they were all advertising the same thing—that meat and meat alone was the important thing and that all these other products were exactly what they said they were—substitutes.

You are lucky again in the development of the quick freeze process and in modern canning and packaging methods that make it possible for you as packers, to brand your own products with your own name with some reasonable guarantee that the goods will arrive in the consumer's hands in eatable condition.

(Continued on page 120.)



GRIFFITH LABORATORIES WAS WELL REPRESENTED

Pictured here are (left to right, seated): John Weinrich, sales; M. C. Phillips, vice president; F. W. Griffith, vice president; Harry Gleason, vice president; R. L. Warren, vice president; and Howard Levy, sales. Second row: R. R. Dwyer; W. E. Houser; Len Hobbs; Len Holmquist; Bob Stutz; and Vic Woodcroft, Toronto office. Rear: L. E. McGrath; W. A. Gee; A. P. Lovell; and G. A. Lovell, Ohio office. These men acted as hosts in the Chicago seasoning firm's hospitality suite.

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SAVING PROCESS



HERCULES POWDER COMPANY

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NE7-1

You are lucky again in the growth of nutritional knowledge among women all over the country. This knowledge tends to confirm what we already know and feel, that a diet must be built around meat if the health of the country is to be maintained.

What is to be done about it?

Well, in the first place, and before

we look too far into the future, let's take a look at some of the people who have already trod the path which I now suggest to you.

The roasters of Maxwell House and Chase and Sanborn Coffee were once practically unknown to the public. Their product was mixed, ground and sold to the consumer at the point of sale. When

the large chains went into the coffee business, these roasters were forced, in self defense, to undertake an active fight for the market.

Refiners of sugar were formerly unknown to the consumer but they, too, have recaptured their own market. Today, even produce such as carrots, cel-

(Continued on page 124.)

Congeniality Was the Watchword For These Conventioneers

1. Two men well posted to talk about refrigeration are (left) Ernest C. Wilbur, advertising manager, Dole Refrigerating Co., Chicago and G. W. Hughes, advertising counsel to Dole Refrigerating Co.
2. Lewis A. List, vice president, Karal Meat Products Co., Inc., Baltimore, Md.
3. Ivan Heymansson, president, Atmos Corp., Chicago, was on hand to answer packer questions on smokehouse units.
4. Jesse M. Dietz (left), American Stores Co., Philadelphia, Pa., and Earl H. Berky, Starbey Food Products Co., Chicago.
5. This cheerful group of packers in lobby included (left to right) Ferdinand Schaller, Schaller & Weber, New York City; E. Olaszewski, Russ J. Prosser and Dewey Dielenheim, American Packing Co., St. Louis, and John Krauss, John Krauss, Inc., Jamaica, N.Y.
6. Smiling over sausage and meat sales prospects are (front row) E. J. Lloyd of Charles Hollenbach, Inc., Chicago, and Alex J. McCrea, Ohio Provision Co., Cleveland, O.; Second row, John J. Doheny,

- Fearn Laboratories, Inc., Franklin Park, Ill.; Paul C. Doss, and N. L. Chaplicki, National Tea Co., Chicago.
7. Left to right, J. C. Lundmark, Chicago office; J. E. Castino, New York office, and William H. McCormac, Chicago office, all of V. D. Anderson Co., Cleveland, O.
8. G. Thomas, advertising manager, Prater Pulverizer Co., Chicago.
9. M. L. Hofman (left), Transparent Package Co., Chicago, looks on while W. J. Hullinger of Tee-Pak pins orchid on Mrs. Helen Anderson, purchasing agent, East Tennessee Packing Co., Knoxville.
10. John A. Dupps and Ruth Dupps, son and daughter of the late John J. Dupps, Cincinnati, O. It was from "Ruth" and "Jack" that the firm's equipment name "RuJak" was derived.
11. Facing the camera flash are (left to right) Sam Barliant, president; Robert Erzig, sales; and Robert Sloan, advertising manager, all of Barliant and Co., Chicago.
12. Martin H. Lipton, Martin H. Lipton Co., New York City, relaxes between talks

- about his unique smoke generating unit.
13. Friendly enemies compare convention notes. Left to right are J. J. Kolinger, manager, casing division, Swift & Company, and Al Wilson, manager, casing division, Wilson & Co., Chicago.
14. The P. Brennan Co., Chicago, was well represented by (left to right) John Bugner, foreman; Joe Schmidt, general superintendent; Walter Windmueller, canned meats superintendent, and Eugene Schaller, foreman.
15. A. J. Egan (left) and his son, Robert M. Egan, both of Smith, Brubaker & Egan, Chicago packinghouse architects.
16. Enjoying themselves in the Griffith Laboratories hospitality suite are Harry Gleason (left) and Len Holmquist.
17. H. Smith Wallace (left), advertising sales, *The National Provisioner*, discusses convention experiences with J. G. Cahill, sales manager, Heekin Can Co.
18. William Greenhouse, vice president, Renee Packing Co., Syracuse, N.Y., and Mrs. Greenhouse.

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**Thank You
Very Much!**

We certainly appreciated your visits with us during the N.I.M.P.A. Convention. We trust that you found the meetings both pleasant and profitable.

For our part, suite 605 was a happy and worthwhile venture. By getting to know you *personally*, we achieved a fuller understanding of your problems . . . and can now serve you better with the complete line of Globe Equipment.

Herewith a cordial invitation—to you who came this year and to you who couldn't make it—we'll be looking forward to meeting you at the next convention.

R. L. Gambill, *Vice-President*

The **GLOBE** *Company*

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32 Years Serving The Meat Packing Industry With Expertly Designed Equipment

ery, asparagus, and citrus fruits are branded and carry the name of the packers. And what is more, they out-sell their unbranded competition.

There is a dignity to a branded product and a feeling on the part of the consumer that they must be good or the packer or roaster, or canner would not dare to put their names on them.

Now just for a moment, let us consider the other side of the problem, the negative side. What will happen if you do not do the things I have suggested and if this trend which I have predicted to you actually comes out as I feel it will?

Well, the simple truth of the matter is that many packers will just have to go out of business and the sad part of this will be that, so far as the consumer is concerned, no one will know that they are gone.

And now, and I have saved this till the last, there is an additional market waiting for the packers who get in first and get it covered. There are thousands of thousands of what we will call Mamma and Poppa stores from coast to coast—little grocery or delicatessen stores which may or may not carry a few cold cuts. They do a purely neighborhood business and, in the case of the delicatessen, an emergency or evening business.

A holding case will put every single one of these little stores in the meat business and the packers who get in and get their cases placed in the most

Equipment and Supply Firms Well-Represented at Meeting

1. Henry Deutinger, president, The Aula Co., Inc., Long Island City, N.Y.
2. Don Kemp; George P. Chamlee; H. K. Hirsch, sales manager, and Ray Carroll, all of Enterprise, Inc., Dallas, Tex., line up in the firm's hospitality suite.
3. Wm. D. Berger, vice president, Oppenheimer Casing Co., San Francisco, Calif. (left), and Sami S. Svendsen, Chicago casing broker.
4. Mr. and Mrs. H. W. Tohtz of R. W. Tohtz Co., St. Louis, celebrated their forty-eighth wedding anniversary during the convention.
5. Left to right: R. R. Stigler, sales manager; P. J. Pries and H. S. Peiker, sales representatives, all of the soya bean division, Glidden Co.
6. Moody Dunbar, Limestone, Tenn., (left) and Walter D. Ross, Clayton, Del., both pepper growers and processors.
7. A. T. Campbell, owner of G. W. Campbell Co., Philadelphia, Pa. (left), and Jean E. Clohesy, *The National Provisioner*. Campbell is the only sawdust manufacturer among the NIMPA associate members.
8. Left to right: Jim Baker, president, Jim Baker & Associates, Milwaukee, Wis.; Ray Townsend, president, Townsend Engineering Co., Des Moines, Ia.; and Kern Blair, field engineer for Townsend, get together in the Iowa firm's hospitality rooms.
9. Mr. and Mrs. E. Keebler, jr., Keebler Engineering Co., Chicago, pictured in the E. G. James Co. hospitality headquarters.

10. Left to right: Andres J. Schnell, sales representative, Preservalline Manufacturing Co., Brooklyn, N.Y.; Ignacio Lopez, owner, Abastecedora Del Norte, S.A., Juarez, Mexico; and Ted Brown of Preservalline.
11. Wilbur H. Turner (left) and E. L. Hannaford, sales representatives, Hoskin Can Co., Cincinnati, O.
12. J. W. Haley, Central Waxed Paper Co., Chicago (left), and Harvey W. Wennecke, manager, advertising sales, *The National Provisioner*.
13. R. C. Deardorff (left), assistant national sales manager, industrial division, Aluminum Cooking Utensil Co., New Kensington, Pa., and B. E. Hiles, Chicago district manager for the same firm.
14. C. C. Schmiede (left) and O. C. Johnson, both members of the research staff of the Continental Can Co. Chicago laboratory.
15. Left to right: Andy DeWied, A. DeWied Casing Co., Sacramento, Calif.; I. H. Hoffman, president, Hoffman Brothers Packing Co., Los Angeles and H. Schlesinger of H. Schlesinger Co., Los Angeles.
16. U. W. Zepp (left), Lakewood Textile Products Co., Cleveland, O.; and John H. L'Estrange, of the same company.
17. Norman Gross, Paul Lewis Laboratories, Milwaukee, Wis.
18. George Kravitz (left), sales representative; and Nate Levine, president, both of Eagle Beef Cloth Co., Brooklyn, N. Y.



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Save Space - Carry Heavy Loads

Every meat packing and processing plant is constantly crying for more space. USE TRAMCO RIB TROLLEYS with six double hooks to provide greater track capacity. Save time, labor and floor space.

FEATURES—Entire hook and trolley hot dip galvanized after fabrication, Roller Bearing Wheels, Twelve ribs, or loins, handled with ease.

Other special trolleys made to suit your requirements.

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DESIGNERS AND MANUFACTURERS OF
MEAT HANDLING EQUIPMENT

BOSTON TRAM RAIL COMPANY
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places and in the best locations will really do business that they have not yet even conceived.

Some of you may wonder why I as an advertising man have concerned myself with what you feel is, after all, your own business and your responsibility.

The answer to that is easy. I am not telling you how to run your business. I am merely telling you a little bit about my business, which is the American consumer, and a little bit about what she is doing and thinking and hoping. I predict to you that more and

more of you are going to find that these trends and these conditions are such that you are going to have to take them into account and that you will be forced to gear yourselves to this new way of selling at retail.

(GRADING Forum on page 128.)

The Welcome Mat Was Always Out In These Suites

1. **THE GIRDLER CORP.:** Seated (left to right) are H. M. McIntosh; Lamar D. Roy, jr., central sales manager; and Joe Thurman. Standing: E. H. Courtenay, jr. and B. P. Spears extended the hospitality for this Louisville, Ky., manufacturing firm specializing in lard processing equipment.

2. **SHELLABARGAR SOYBEAN MILLS:** On hand to welcome folks to the firm's headquarters were H. M. Rice, vice president (seated) and (standing) C. E. Connors, sales; W. C. Moore, sales and R. E. Baer, sales.

3. **JOHN E. SMITH'S SONS CO.:** Warm greetings were extended again this year to their many friends by these experts in sausage manufacturing equipment. Seated (l. to r.) are Jack Sabean, vice president; Harold E. Smith, vice president; and Baldwin Smith, secretary-treasurer. Standing are Jack Dowding, sales, Chicago; H. L. Hunn, chief engineer, and W. J. Richter, vice president.

4. **ASMUS BROS.:** The popularity of the Asmus headquarters was well attested to by the long visiting list. Pictured here are (seated) H. J. Elliott; M. J. Asmus and L. J. Asmus. Standing: George L. Morey, Valentine Co., Inc., Terre Haute, Ind.;

William Blohm, Master Butcher's Supply Co.; R. A. Hofmann, North Side Packing Co., Pittsburgh, Pa.; Michael F. Hoffmann, Mayer Sausage Co., Cincinnati, O.; and Carl Valentine, Valentine Co., Inc.

5. **AMERICAN CAN CO.:** Seated (left to right) are V. K. Shuttleworth, sales division manager of New York; D. W. Peterson, sales division manager of Chicago; and F. B. Newcomb, assistant sales manager, Chicago. Standing: L. B. Drake, E. E. Finnegan, T. F. Reese and W. C. Schultz.

6. **ALLEN GAUGE & TOOL CO.:** Left to right are Norman H. Bye, manager of Famco division, Allen Gauge & Tool Co., Pittsburgh, Pa.; I. J. Klingaman, Eli Lilly & Co., Indianapolis, Ind.; E. G. Anderson, chemist, E. Kahn's Sons Co., Cincinnati, and H. G. Nichols, president, Nichols-Foss Packing Co., Bay City, Mich.

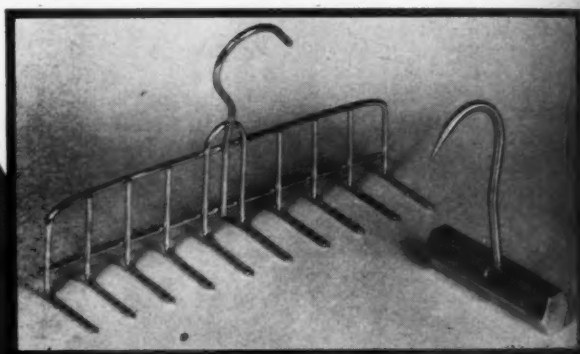
7. **THOMSON & TAYLOR DIVISION OF THE WARFIELD COMPANY:** The helpful and genial staff ordered expert advice to guests, some of whom are shown in the picture with staff members. In the first row (left to right) are N. H. Biasius, sales; A. P. Voaden, manager, spice division, and Don Alferi, Alferi Laboratories. In the second row are Henry Alferi, Alferi

Laboratories; and Henry L. Meyer, Bohmann's Meat Products Co. Inc., Richmond Center, Wis. In the third row, B. R. McArdle, sales; M. Hanley, sales and C. R. Matson, sales; all of T. & T., and Frank Bohmann, president, Bohmann Meat Products Co.

8. **PREMIER CASING CO.:** Seated (left to right) Dan Summer and Al Weil. Standing: Joseph Slotkowski, owner, Slotkowski Sausage Co., Chicago; William Dinnon of Wm. Davies Co., Inc., Chicago; A. T. Spencer, Wm. Davies Co., and Herman Goldberg. Summer, Weil and Goldberg acted as hosts for Premier Casing Co.

9. **J. S. HOFFMAN CO.:** Seated (l. to r.) are Sol Salinger, vice president, and Charles A. Faye, district manager. Standing: M. E. Bush, sales manager; Harry I. Hoffman, president; William Zeisel; H. K. Mizruchy, promotion manager, and Sam S. Clayman, all of the J. S. Hoffman Co.

10. **MORTON PRODUCTS COMPANY:** Staff members proudly displayed some of their products to the conventioners who sampled the hospitality extended by (left to right) Tom Foster, sales; Tom Wilson, sales; Walter Morton, president; Mike Cherney, sales; and Otis Travis, sales.



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FORUM ON FEDERAL GRADING FAULTS

CHAIRMAN MUELLER: The next subject on our program is to be a floor discussion on federal grading of meat. This discussion is to be participated in on behalf of the government by Fred J. Beard, chief, standardization and grading division, Production and Marketing Administration. Appearing for NIMPA will be A. B. Maurer and L. E. Liebmann, and, of course, every member of NIMPA present who has anything on his mind.

A. B. MAURER: Well, Mr. Chairman, I don't think I should start off with the things that are going to happen but I might review for a moment the things that have happened in the past.

About a year and half ago, Fred Beard and I had a discussion about prospective changes in the grading code. Then about three months ago the board of directors authorized us to send a telegram or letter to Mr. Beard which somewhat confirmed the views that I had held for some time and Mr. Beard was advised of those views. So far nothing has happened. But Mr. Beard has been in my office in Kansas City several times and I know is receptive to some changes. Just what those changes are, perhaps we can find out from him today.

In addition, Mr. Liebmann for the past several years has had some ideas as to changes which are interesting and

I think should be brought out at the present time. Then we have with us today about a dozen beef experts who have some idea on the subject.

L. E. LIEBMANN: We have grading standards which are about the hardest thing to understand that the average individual has to interpret, in order to interpret them the way the government is inclined to interpret them. They are not specific enough. They don't bring out the points. In other words, they don't bring the individual on the same ground they do the federal grader.

I will say this, that the intention of Mr. Beard's office has always been to do the best he knew how to do. Possibly he is not familiar with some of the things that take place out in the field, figuring that he has very good supervisors traveling throughout the country, inspecting these different plants, and he is taking their suggestions.

First of all, in my opinion, a grader who goes out and grades meat takes it

upon himself to execute to the best of his ability the grading of meat in line with the standards as set forth in our grading manual. Every traveling inspector for the federal grading system who comes into a plant interprets that in a different manner.

I will say this right from the start, that I feel we have one of the best graders in the country in our plant today and if that man were left to grade the meat in accordance with his own ideas, which he would feel he was justified in doing under his oath of office, there would be no trouble whatsoever.

At the meeting in Cincinnati, Mr. Beard, I told you that I for one would be in favor of compulsory federal grading. I think my opinion has changed and the only reason it has changed is the unsatisfactory way the whole grading system has been handled. At that meeting it was suggested and recommended that something be worked out and I think it was your answer that we would have something shortly. That was last fall. I have never been asked a question on it since and the point is, what has been done or what is going to be done?

Now we asked Mr. La Roe, and I would like to have you answer this before we get too far—whether or not an individual packer can use the words, "Good," "Choice" and "Commercial," and so on, providing he states that it is "Berry's Good" or "John Jones' Good?" Our general counsel has answered that



L. E. LIEBMANN



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he felt the federal government has no corner on those words and, before you answer, I would like to have our general counsel inform this meeting as to his opinion regarding the use of that grading by an individual. Could you answer that, Mr. La Roe?

WILBUR La ROE: While I have said that the government has no right to claim a monopoly on the words "Good," "Choice" and so forth, there is an important qualification to that. The stamp used and the general impression given by a packer must not be one that simulates or seems to copy the federal marking or stamping. In other words, while the individual has the right to use the words "Good," "Liebmann's Good," "Liebmann's Choice," the stamp must be so designed and so colored and must be such in appearance that the public will not be misled into thinking that it is a federal stamp. Mr. Liebmann has, in fact, shown me a stamp which he has very cleverly and adequately designed for the very purpose of avoiding the impression that it is federal. It has different size letters, different shaped letters, different color ink, different type of roller. Yet he uses the words, "Liebmann's Choice," "Liebmann's Good," and so forth, and he has a perfect right to do so insofar as he avoids giving the wrong impression to the public.

L. E. LIEBMANN: Well, I would like to have your reply to that, Mr. Beard.

F. E. WERNKE: Mr. Beard, before you reply to that, would you please also give your opinion as to whether or not you could use your brand name in connection with AA, A and B grade? For instance, it might be Heinz AA grade beef. Or it might be Southern Star A grade beef, and so forth.

FRED BEARD: Mr. Wernke, our attitude on this has been one of fairness to all. We are not trying to usurp, so to speak, a grade term. We recognize that the government doesn't have any copyright on those descriptive terms for grades of meat. We have been so advised by our legal counsel, as Mr. La Roe has just indicated to you. All we wish is that the terms mean the same when they are applied to meat. If it is Good, it is Good according to a specific standard to which someone can refer for checking. If you write the words Good or Choice on a piece of meat, that adheres exactly to the size, in the same place and in the same style of letters that we use, we would interpret that to mean that unless it does meet the same standards, that would in a sense be tending to mislead the consumer into believing that it was our work rather than someone else's. That is the only thing we had in mind with respect to the names.

We are not making any attempt, nor do we have under consideration, as far as I know, anything in the direction of trying to corner the use of those terms. We don't think it is necessary. Those are good English words and everybody uses them from time to time and has done so from time immemorial in describing the different qualities of meat.

PACKER-BROKER GROUP

Shown in the hospitality headquarters of Sunderland & DeFord, Chicago brokers, are (standing, left to right): Harold DeFord; T. J. Stack, Armour and Company, Chicago; and C. A. Whittingham, Armour and Company, Chicago. Seated: R. C. Wheeler, Armour and Company, Chicago; George Sunderland; and J. C. Derby, Armour and Company, Chicago.



We would like to keep them good. Therefore, you can use them, unless the industry as a group votes to go to some type of terminology for different qualities of meat.

I didn't mention A and AA. Our position on A and AA is this, that these are terms that were picked up during the war and were closely associated or correlated with certain definite federal grades. There were no specifications written for them except as they refer to certain specific U. S. grades which have specifications. We think in that connection that you gentlemen would not care to use AA or A or B or any of those alphabetical terms in connection with grades of meat. If you were going to do that, you would prefer to use your own specifications because they certainly come nearer a basis which you can support than the letters A or AA—that is unless you feel disposed to prepare some specifications. So, frankly, we say that A or AA or letter grades have no standing because there are no specifications behind them to support them. Does that state our position on that, Mr. Liebmann?

L. E. LIEBMANN: I think that covers it. Here is the point I would like to bring up now. Our membership, which as you heard just a short while ago, is represented by over 1,000 registration at this convention, feels that all through the war and all through OPA we marketed and brought to the public our meat under the grades of Choice, Good, Commercial, etc., and we feel that we have an investment in those words and that we are entitled to use them for the reason that the buying public has begun to recognize that line of merchandising. If we go a little bit further by stating that it is the individual's grade, but he is still using the other, the buying public recognizes immediately what kind of meat it is getting, whether it is Good, Commercial or whatever it might be.

Now we will move from there and the question I would like to ask you

now—and, Fred, I think I have been one of the most cooperative fellows you ever bumped into in trying to work this thing out and I am very much disappointed that we haven't made more progress—I would like to know how far has the federal grading system gone to revise the regulations as they originally existed? Unless we get those regulations in such a way that a packer is on the same standard as a grader, and that this grader cannot be influenced by every Tom, Dick and Harry who might come in as supervisor and supervise contrary to what the regulation says, I am afraid that the federal grading system is not going to get along the right road, the road which they would like to travel.

FRED BEARD: Mr. Liebmann raises two questions, as I analyze his discussion. One of them bears on the present grade standards—the descriptions now given in the present grade standards. He is insisting we must have a further clarification of these specifications so that the descriptions will be less subject to challenge or show less variation in interpretation and application.

L. E. LIEBMANN: That is correct.

FRED BEARD: That is one. The second pertains to supervision, or the supervisor's interpretation as to how to hold the individual grader in line on a national basis.

May I make a comment on the first one. Ever since we went on the compulsory basis, I think there is no one who has been more conscious of the disparity, of the opportunity or the possibilities of variation in interpreting and applying these standards than I have because I was at the receiving end of all the disgruntlement and all the dissatisfaction and all the complaints and all of the comments on the grading service during the era of compulsory grades. It naturally would fall my way. At that time we said we would put some fellows to work to see if they could

(Continued on page 132.)

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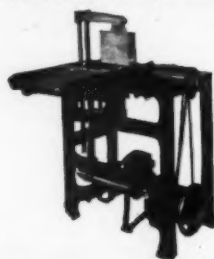
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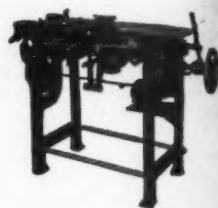
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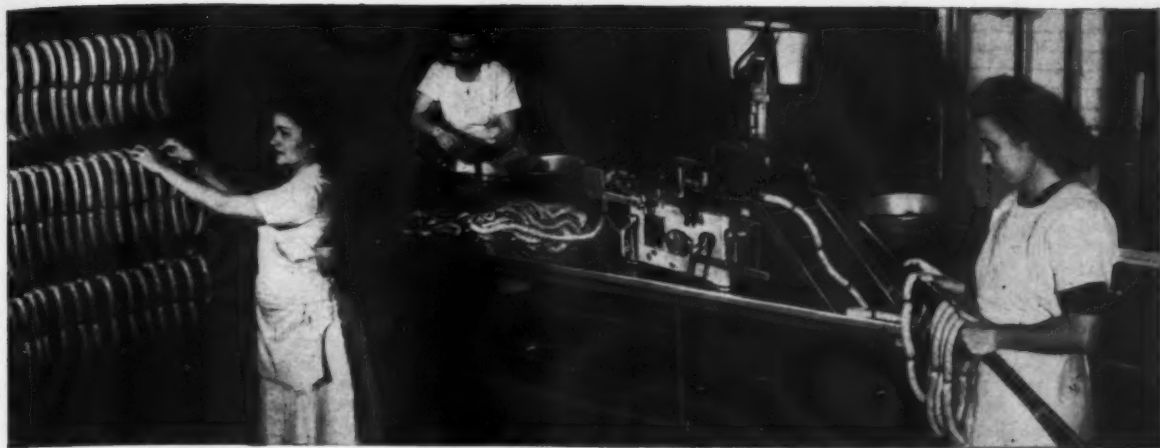
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accomplish the thing that Mr. Liebmann has brought out here this morning, namely, get the bugs out of these grading specifications and pull them down into some form so they will be either right or wrong.

It gets down to this, will beef grading lend itself to what I choose to call objective measurements? Can you measure as precisely those characteristics which are responsible for the quality or grade of meat as you can some other things? Can you apply an objective measurement to that? And, if you did, what are we to sacrifice in the way of deviation, since our animals all depart from any specific measurement that we might name? There would be probably a fraction of 1 per cent that never would hit it exactly on the nose. That means we would have to have some latitude in each of these considerations, each of the factors which go to compose the grade.

Now in order to do that, we tried to find any objective measurements that would lend us further clarification. We speak in terms of conformation, of finish and of quality in the meat. Those terms are familiar to all of us. We know what they mean. We have used them and we know that we can stretch them out and that we can retract all of them. Yet the sum of those three must constitute one thing, namely, a Good or a Choice or a Prime or a Commercial. It comes down to that one thing. Our men are trying to measure fatness,

they try to give some measure of marbling and the best we have stumbled upon today is photography, whereby we can use pictures that show ranges between the best and the worst in a grade, and the average or typical of the grade, and, going further, as applied to different weights of carcasses.

That is as far as we have gone. We are attempting to develop color photography and I am committed to a sizable expenditure in an attempt to use the best that the Army and Navy have developed in that field to make it definite. Then we can say, "Here, gentlemen, is what it looks like." We know we have to add a certain amount of common sense but that will get us much closer than we are at the present time.

L. E. LIEBMAN: We feel that we should have some form or some way of breaking this down to a point where I, as Ed Liebmann, and you, as Fred Beard, can stand together and talk. But the trouble with our grading system today is this: regardless of who the grader is, if there is one point that might be a little off, he wants to knock the entire carcass down to the lower grade. That is not constructive; that is destructive.

We also know that the large packers have put in their own grades and are doing their own grading outside of the trade which might require federal grading, such as for foreign shipments, but I still get back to the point that we must have something in the regulation so

that the packer will be on the same plane as the grader. And, when the supervising graders come through and destroy all the effort being made by the individual grader to get his grades in line, I am telling you it is a hard thing to work with.

Here is a thing that happened in our plant and I am not ashamed to tell you so. We were on the verge of serving notice on the Wisconsin director that he could not come into our plant in any capacity and a letter to that effect was going to you. We thought it over and we thought of this convention and we decided the best thing to do was to let it come up here and try to iron out the difficulty in some way. We have waited since last fall. We had things pretty well set and we thought we would have some answer. We thought we would have a new regulation or something that would protect the industry. Today, however, we are right where we started, outside of what you explained to me.

FRED BEARD: May I intercede?

L. E. LIEBMAN: Go ahead.

FRED BEARD: If standards and specifications were so simple that Ed and I could sit down, and in the course of a fortnight write these things and spell them out as specifically as we would like to have them, it would have been done a long time ago.

We have attempted to go into this thing, but if I were to stop to tell you about some of the difficulties I

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encounter I am afraid you would construe it as an alibi. I don't want to offer any alibis for what I have not done in this work. I believe that most of you will agree that I do have at least a reasonable understanding of the problems that we are up against in getting these things worked out. I spent a number of years at an experiment station before I went to the government. I am not promising you that color photography will be the solution to the problem. In fact, it will not be. It will not solve all our troubles, nor will it answer all of the differences of opinion. I hope it will give us something to look at.

We can talk about conformation or finish, but to be able to use these pictures or these descriptions to say, "This is what I mean when I say this or that," is probably a small contribution toward Utopia in this thing. If you have anything better to suggest than that, you are looking at a man who will be most receptive to it.

L. E. LIEBMANN: I realize that. Here is a thing I would like to bring up. I am just going to pick a grade off the cuff. We will drop down to what is more common to some of our members, than Good and Choice to the Utility and the Cutter grades. Now my interpretation of the standards is this. A Canner is nothing more than a hat rack with a skin of meat over it. Am I correct?

MR. BEARD: That is virtually correct.

MR. LIEBMANN: A cutter is a dark animal with a little meat over it with no form or fat, but is a meaty animal. Is that correct?

FRED BEARD: I am afraid that isn't quite right, according to the standards.

L. E. LIEBMANN: She can have a little bit of a smear. But when you get into a Utility, there is a difference in Utility because you can have young Utilities and you have your older animals. A Utility can be shallow in the loin, can be tapering in the round, can be prominent in the hip joints, can be prominent in the shoulders, that is, have a degree of irregularity. The Utility animal carries a covering, or slight covering of fat, and the meat breaks fairly bright. Am I correct?

FRED BEARD: That is right if you take age into account.

L. E. LIEBMANN: That is right. Now our misfortune at Green Bay is that the graders are trying to knock those down into Cutters, and I say it is wrong. I say it is an expense to the industry as a whole. And you follow right up along the ladder right to the top and we are going to find it is wrong.

I don't pretend to know much about beef grading. What I do know I have learned the hard way. I started at 14 and I am 58 and if I don't know anything now, I don't know how many years I have left to learn. But there is where we get into the trouble—when our specifications are not definite enough. If they were definite, and if they were broken down, and if our instructions came out to say, "Now, with



WHEN THIRTEEN IS A LUCKY NUMBER

As usual, Berth. Levi & Co., Chicago, had a large force at the convention. Left to right, seated, are Jake Reichenbach, sales; Leonard O. Weill, manager of the Chicago office; David A. Weill, vice president; Harold Levi, New York representative, and Martin D. Levy, vice president. Standing are salesmen Duke Reichenbach, N. B. Berkowitz, Mike Baker, Lester Lyons, Stanley Gershel, Al Freud, and H. H. Chichester, and Edwin D. Levi, of the company's export department.

this grade, boys, you have four or five, or you have seven things you must consider before you change the grade one way or the other," all right.

We had trouble during OPA with grading, but it was nothing compared to the way the thing is going today. The whole setup is wrong and I don't think it is the intent of your office in Washington to see that things go this way.

Now I am only speaking for myself. I am going to surrender this microphone to the others who wish to speak from a constructive standpoint. We can't get anywhere by destroying

things. It's much finer to build them up, and we must go forward, not destroy.

FRED BEARD: In that connection, the thing that Ed says is just as important and serious as he makes it and that is the interpretation of those standards. Now I don't concede that all the gentlemen have a wide variance of opinion as to what constitutes a specific grade. I think you can agree within reasonable limits. But as to how to get the other man to do it exactly that way, that is one of my problems and, with your cooperation, to see whether or not

(Continued on page 140.)



ESTIMATE THE SAUSAGE WEIGHT AND WIN A PRIZE

Part of the crowd which gathered around the exhibit of the First Spice Mixing Co., New York city, at the time the mammoth dry sausage was weighed to determine the conventioners who had estimated most closely its weight in the contest staged by the firm.

Good Fellowship Was the Keynote Here

1. HERMAN WALDMAN CO.: Cal Kolconay, Pulver Machinists, Chicago; H. W. Sulken, purchasing agent, Oscar Mayer & Co., Chicago; T. Rudd, sausage department, Armour and Company; Herb Schlesinger, owner, H. Schlesinger Co., Los Angeles, and Herman Waldman, Herman Waldman Co., Los Angeles, Calif., pictured in the latter's hospitality rooms.

2. A. E. STALEY MFG. CO.: Located in the soybean capital of the world—Decatur, Ill.—this firm sent the following men to greet conventioners and welcome them to hospitality headquarters: (left to right) Pete Braun, sales; Natt Hammer, sales, and W. W. Starks, assistant manager, industrial sales.

3. PHIL HANTOVER, INC.: Seated (left to right) Phil Hantover, president; Thelma J. Irely, and F. R. Pepper, secretary, Pepper Packing Co., Denver, Colo. Standing are Chas. Abrams and Leonard Hantover, vice president. They posed for the NP cameraman in the Kansas City manufacturing firm's hospitality suite.

4. R. F. NORRIS & ASSOCIATES: Seated are William Dinno and A. T. Spencer, Wm. Davies Co., Inc., Chicago; and Alfred V. Zammataro, broker of New York. Standing are Tom Evans, R. F. Norris & Associates, Chicago; Pete Bendt; Max Dubin, Dubin's Markets, Providence, R.I.; Roy Norris, and T. J. Enright, Wm. Davies Co.

5. OPPENHEIMER CASING CO.: Seated, M. S. Holstein, vice president; Arthur Luft, New York city, and Joe Burke, Chicago. Standing are Steve Greenfield, New York; F. H. Strauss, Chicago, and Ben Wolan, Chicago, all of Oppenheimer Casing Co.

6. ADVANCED ENGINEERING CORP.: A packer talks over his problems with three refrigerating experts: H. B. Howe, president, Howe Ice Machine Co., Chicago; R. W. Unwin, superintendent, Reliable Packing Co., Chicago; Bill Gebhardt, president, Advanced Engineering Corp., Milwaukee, Wis., and W. W. Morgan, president, Arctic Ice Machine Co.

7. ENTERPRISE, INC.: R. H. Marks, vice president, Enterprise, Inc., Dallas, Tex.; Ray F. Jonson, manager, Lubbock Packing Co., Lubbock, Tex.; Ralph Keeton, partner, Keeton Packing Co., Lubbock, Tex., and French S. Pruitt, western representative, Enterprise, Inc., discuss the advantages of the "Lone Star State."

8. AROMIX CORPORATION: Aromix staff members who entertained in their hospitality headquarters included Ray F. Waite, A. F. Zavodsky, Miss Jeanne Sutton, Paul Waite and Frank Daniele, jr.

9. VILTER MFG. CO.: Pictured here are the genial hosts of this well known Milwaukee, Wis., firm: D. E. Perham, Chicago; R. A. Klokner, Chicago; A. O. Vogel, Mil-

waukee, and Hugh O'Dower, Kansas City, Mo.

10. CINCINNATI COTTON PRODUCTS CO.: Sydney Goldfarb, Harry Freedman, Luis Goldfarb, David Rose and Charles Wessel extended the hospitality for this Cincinnati, O., manufacturer of cotton specialties for meat plant use.

11. MEAT INDUSTRY SUPPLIERS, INC.: Sol Morton and some of his staff extending a welcome to the conventioners: Ralph Kaufman, sales; Sol Morton, president, and Ray Wilson, sales. Rear: Du Witte Nelson, vice president; Joseph Finn, general manager, and John Lowe, sales.

12. LELAND CHEMICAL COMPANY, INC.: Entertainment and education were expertly combined at the hospitality suite of Leland Chemical Co., Milwaukee, Wis. Explaining the merits of Leland's products are A. F. Jaumann, sales manager; Mrs. A. F. Jaumann; Mrs. J. F. Carell, and J. F. Carell, Carell Sales Co., Cincinnati, O.

13. BUILDICE CO.: R. A. Espe, sales engineer; J. G. Rea, sales engineer; John A. Heinzelman, president, and N. J. Kuhn, vice president and treasurer, welcomed packers to the headquarters suite of this widely known firm.

14. THE NATIONAL PROVISIONER: Conventioners found The National Provisioner listings on hospitality rooms of great help in locating the various suites. Bulletin boards were maintained in a booth on the exhibit floor and at a desk in the lobby off the meeting room.

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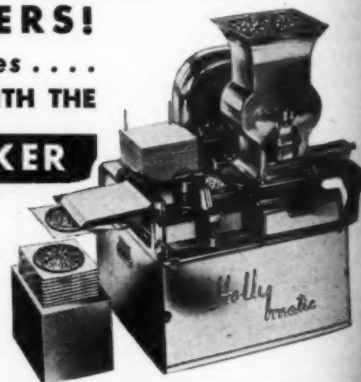
It automatically measures, molds, and stacks 1800 patties per hour . . . delivers exact patties from one to four ounces . . . retains meat juices . . . sanitary . . . transforms an average-profit item into a highly profitable, fast-selling leader. Priced, f.o.b. Chicago, \$850.00.

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Facing the Camera in Hospitality Headquarters

1. **CANADA CASING CO.:** The door was always open at this hospitality headquarters and a welcome was extended by: Andrew Suski, vice president; William Rapp, president; Frank P. Connolly, sales, and James Murray, secretary-treasurer.

2. **CONTINENTAL CAN CO.:** Among the familiar faces at the convention this year were these congenial hosts of the Continental Can Co.: (left to right) W. F. Coleman, Chicago district assistant sales manager; J. P. Louderman, meat packers can division sales manager; W. B. Larkin, Chicago district sales manager, meat packers can division, and R. J. Cline, sales, meat packers can division.

3. **H. P. SMITH PAPER COMPANY:** Living up to its reputation for hospitality and valuable assistance, H. P. Smith helped to make this year's NIMPA meeting a successful one. Photos of guests were taken with usual H. P. Smith technique and to the genuine enjoyment of all visiting their headquarters. The hosts were: Ed Schoenthaler, vice president in charge of sales; George Malmgren; S. R. Davis, vice president; Ev Shelby, and Earl Townsend.

4. **ST. JOHN & CO.:** Seated are Bruno Czaja, sales; Steve Grenvich, personnel department; Mrs. Oscar Biedermann, and A. C. Luehrsen, purchasing agent. Standing are Blair Adams, sales manager; J. C. Luehrsen, superintendent; Oscar Biedermann, president, and Abe Lubansky, sales,

all of St. John & Co., Chicago, Illinois.

5. **TRANSPARENT PACKAGE CO.:** First row, l. to r.: W. J. Hullinger, sales; Seymour Oppenheimer, president, and M. L. Hofman, sales. Second row: Hank Flonacher, Don Barraca and Marty Lynn, sales. Rear: Ray O'Brien, Jim Kaberna and Erv Martin, sales. This congenial group entertained many conventioners who visited their headquarters.

6. **CINCINNATI BUTCHERS' SUPPLY CO.:** The "Cincy" group played hosts at the large hospitality suite maintained by the Ohio equipment manufacturing firm. Seated are William C. Schmidt, vice president; Herman Schmidt, president, and C. Oscar Schmidt, vice president. Standing: Charles Abrams, Philadelphia; George McSweeney, Richmond, Va.; Carl Schwing, Cincinnati; Walter Hammann, Chicago; Earl W. Stark, jr., Chicago, and Fred W. Stothfang, sales manager.

7. **CASING DIVISION CUDAHY PACKING CO.:** Extending a cordial welcome to hospitality headquarters was the pleasure of Frank I. Ryan, manager, casing division, together with members of the sales staff. Seated are A. R. White, assistant manager; Frank I. Ryan, manager, and W. C. Mahoney, sales. Standing: Victor Novak, G. Krohn, S. J. Warren, and J. A. Koziol, all of sales staff.

8. **CHICAGO COLD STORAGE DIV., BEATRICE FOODS CO.** Always popular

with convention visitors are the congenial hosts of Chicago Cold Storage. Pictured are W. S. Callaghan and J. H. Edmondson, Chicago Cold Storage Div., Beatrice Foods Co., Chicago; D. H. Murphy, Beatrice Foods, Denver; W. A. Kron, Chicago Cold Storage, and N. L. Chaplicki, National Tea Co., Chicago.

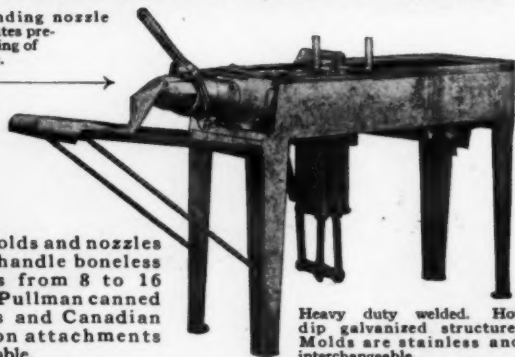
9. **KEYSTONE BROKERAGE CO.:** Hospitality in action. From north, east, south and west came friends of Keystone. The staff members shown here include (seated l. to r.) Mrs. John J. Hickey; Jean Hammer, Philadelphia office and Mary Amodeo. Standing are John J. Hickey, Boston office; J. H. Petersen, Chicago office, and W. Robertson, president of the firm's Philadelphia office.

10. **MILPRINT, INC.:** Seated (left to right) Jim Hopkins, Hugo Heller, jr., and Russ Faulkner. Standing are Jack Manion, manager, meat packing division; H. Kuhn, Bob Zigman and Ken Levings, all of Milprint, Inc., Milwaukee, Wis. This firm's hospitality suite was popular with many packers who attended the convention.

11. **JOHN E. SMITH'S SONS CO.:** Standing, John J. McKenzie, McKenzie Packing Co., Burlington, Vt.; Jack Sabean, vice president, John E. Smith's Sons Co., and Daniel E. Mahoney, John J. McKenzie Packing Co. Seated: Mrs. Daniel J. Mahoney and Mrs. John J. McKenzie. This group was enjoying the relaxing atmosphere of the John E. Smith's Sons Co. room where guests found useful sausage manufacturing information as well as hospitality and congenial company.

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A Really Good Time Was Enjoyed by All

1. **SPENCER KELLOGG & SONS, INC.:** Some of the staff members of the soya flour department of this firm take time out for the picture man to shoot them in a group. Sitting (left to right) are Joe Brille, H. A. Olendorf, manager, and Floyd H. Crego, sales. Standing are Bill Olendorf, H. R. Parr, L. G. Parr, Al R. Runkel, William H. Cooper and Seymour Fagan, all of the sales staff of this Decatur, Ill., firm.

2. **THE GLOBE CO.:** Seated (left to right) are L. J. McQueen, E. O. McCord, treasurer; R. L. Gambill, executive vice president; Frank J. Bilek, chief engineer, and L. J. Spencer, sales manager. Standing are Karl Axelsson, W. J. Worcester, John Keth, K. Bard, J. F. Moorhead, H. W. Kollmorgen and Jake Lissner.

3. **ADAX SPECIALTY FOODS, LTD.:** The genial hosts shown are (first row, left to right) Mike Deming, C. A. Raynor and Mike Krauss. Second row: Herb Strauss, Sam Isaac, New York office, Dick Wile, Bill Raynor and Herb Altheimer.

4. **WM. J. STANGE CO.:** Seated (left to right) are H. P. Smith, E. J. Marum, vice president; W. B. Durling, president; John L. Terry, Ted M. Lind and Bruce L. Durling. Standing are Seb Davin, Dave S. Nay, George L. Foster, J. D. Foran, "Pee Wee" Hughes, Walter A. Miller, S. L. Hutchison, F. R. Koepke, J. B. McKeane, Earl M. Johnson, comptroller; Irving Zeiler, T. N. Lind, jr., and Vern Berry. All were hosts for this well-known Chicago seasoning firm.

5. **BUILDICE COMPANY, INC.:** The Buildice staff extended every hospitality

to visitors: Seated (left to right) are N. J. Kuhn, vice president and treasurer; John A. Heinzelman, president and J. A. Scamitz, assistant secretary. Standing are A. Gotlund, superintendent; F. J. Watt, Worthington Pump & Machinery Co., Newark, N.J.; J. G. Rea, sales engineer; J. B. Laramy, Worthington Pump & Machinery Co.; Robert H. Dorman, purchasing agent; R. A. Espe, sales engineer and C. B. Clark, auditor.

6. **E. G. JAMES CO.:** Seated (left to right) are Clay Hudson, E. G. James Co., Chicago; J. J. Derby, Armour and Company; Mike Brennan, Columbia Warehouse Co., Chicago; Jim White of D. J. Gallagher, Chicago, and Harry Schutz, Columbia Warehouse Co. Standing: S. H. Senor and Warren G. Henry, E. G. James Co.; T. K. Carney, vice president, Oscar Mayer & Co., Chicago; Richard Rezanka, vice president, Miller & Hart, Inc., Chicago, and M. J. Mackin, E. G. James Co.

7. **FEARN LABORATORIES, INC.:** Seated (left to right) are P. G. Phillips, assistant general sales manager; Charles B. Hill, jr., president; Joseph Kleckner, general sales manager, and L. E. Mackes, assistant general sales manager. Standing are John J. Doheny, W. H. Alison, Robert P. McBride, John D. Poole, Joseph Altenau, Charles H. Justice, Sam Selfidge and Sam L. Pryor representing the Franklin Park, Ill., firm.

8. **HENRY E. BENDER CO.:** Seated (left to right) W. E. O'Reilly of J. H. Dunlap, jr. Co., Chicago brokerage firm; Mrs.

William A. Rose, and William A. Rose, Rose Packing Co., Chicago. Standing are Henry E. Bender, W. L. Tapson, superintendent, Rose Packing Co. and George H. Dunlap, jr. of George H. Dunlap, jr., Co.

9. **CUSTOM FOOD PRODUCTS, INC.:** Seated (left to right) are James W. Jones, vice president; M. J. Phee, J. E. Brown and W. E. Kicker, president. Standing are A. R. Goodson, treasurer; Keith A. Nestrom, B. R. Chapman, Roy L. Storck, secretary, and F. J. Potts, all of Custom Food Products, Inc., Chicago.

10. **SAYER & CO., INC.** This large gathering from Sayer & Co. took time out during a sales conference to accommodate the cameraman. Standing (left to right) Jack Braun, New York, south, and southwest territory; D. O. Devine, Chicago; William Bickler, Chicago; Fred Meyer, Chicago, K. M. Georgi, Detroit, and L. B. Hausman, Boston. Seated are Leonard Luft, Brooklyn; Mack Warner, assistant general manager; Harold W. Townsend, general manager, and George E. Stutz, Chicago manager.

11. **BASIC FOOD MATERIALS, INC.:** Seated (left to right) are Hollen Grade, Basic Food Materials, Inc., Cleveland; N. A. Tuchlinsky, Kerber Packing Co., Elgin, Ill.; Bob Sachs, Feinberg Kosher Sausage Co., Minneapolis, Minn.; and Fred H. Uffland, sausage foreman, Kerber Packing Co. Standing are D. A. Simpkins, D. L. Gruber and Charles A. Cox, Basic Food Materials; Jim Baker, Jim Baker & Associates, Milwaukee, and D. F. Houdeshell, sales manager, Basic Food Materials. Packers greatly enjoyed Basic's hospitality.

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he is placing the interpretation on there as it is agreed to.

The standards were originally promulgated and released to the government with the injunction that they go out and place interpretations on them. They have been instructed by the industry to do so and see that the grading service is carried forward. Now we will drop into disagreement, and occasionally into sharp disagreement, as to the interpretation of that Utility grade or Commercial grade when you have such a wide variety of animals fall in that grade—wide with respect to finish, wide with respect to age and maybe sex and some other things.

Now the thing has become very complicated because of those features and, as I see it, the problem we have before us today, or you have addressed to me, is one thing we don't interpret as you think it should be interpreted. Those are already written and therefore I know of no solution to that except to pin those down somewhat so we cannot range so far from home base on them.

MR. LIEBMANN: That is correct.

MR. BEARD: That is the thing you want done. You are not finding fault with the grading service. You are not finding fault except with taking liberties of deviating or wavering in the interpretations of these things in fairness to your interpretation individually or maybe collectively. Am I right in that?

MR. LIEBMANN: Fred, you are get-

ting right back to administration and your problem is a big one. So is ours. Our problem is dollars and cents; your problem is to try to execute your office in the best possible manner.

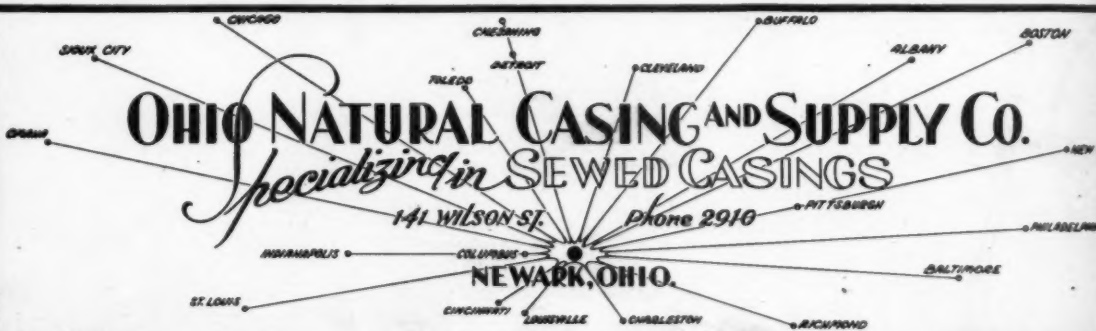
Now, then, we have always suggested that we approach this in a constructive manner. There is one thing I would like to add and I think a lot of our members have the same opinion. We have gotten into trouble. Remember, we have discussed this in Washington several times about grading good cows and designating them as Good because it can have every character of a good piece of meat. A cow is a mature animal, but naturally she could not be expected to have the same value in selling that a Good steer would and my own personal opinion—and this is only mine—is that there should be a Good cow grade in there. Now, what is your opinion on that, Fred?

MR. BEARD: My opinion on that is that in 1939 it was the consensus of the industry that we would put steers, heifers and cows all together and call them beef. There must have been some very good, substantial reason for having done that. I worked on that committee as an outsider at that time. We came to the war and we have learned a lot of things about it. Now if you gentlemen think they shouldn't go in there, that we ought to have a cow class, it is certainly your privilege to recommend to the Department that they reconsider their former amendment or a revision

of the standards. Now I haven't answered your question, Ed, I have just debated it.

MR. MAURER: Fred, I think what we are up against now and what you are going to be required to do for us to be satisfied is to give us a definite commitment as to what you are doing. I think we have to know whether or not you are in the process of rewriting the regulations or revising your ideas on them, of revamping not only the regulations but the ideas of beef in general due to the change in the growing procedure and the practice of the country. We want to know what you are going to do or what you have done so that we can in our future plans know what your program is to be. I think there are many members—you are probably not aware of it—who are on the fence. They want to keep your grading if they can but they discovered in the last few weeks in particular that they can get along without it. And unless we can get some action from you, I believe some of the boys are going to be pretty badly disappointed. If you can't give us action on a new regulation tomorrow, that is all right, but I think you can tell us what you are going to do.

MR. BEARD: Well, Art and members, I am in no position, and I will not stand up here and make you a definite commitment as to what I am going to do when I have reason to believe that I am not going to be able to deliver the goods according to your satisfaction—



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that is, revolutionize these grading standards over night. But I will do this and I will make this commitment to you—that, as I indicated a moment ago, we are delving into this other avenue. It may not be the answer to it, it may be you will not like it, it may be you will not think that is the proper approach, but you haven't seen anyone who is any more receptive to any suggestions as to how we can concretely settle it than I am. Don't give me just general, over-all things. Give me some concrete suggestions as to how we can take this disparity in the interpretation of standards out of it.

MR. LA ROE: May I make just one remark? I have been listening with a great deal of interest to this discussion and I don't know a thing about grading cattle, but I am amazed at the gulf there seems to be between our members and Mr. Beard in the matter of getting together. What I can't understand as a lawyer is why you don't get around a table and solve the darned thing?

MR. BEARD: Well, I think we will have to work the interpretations over on that so we can come to an understanding. I think we are not so far apart. I don't feel we are so far apart as Mr. La Roe seems to feel. I think it is a matter of, "What do you mean by these terms?" I think it is a case of, "Fred, get those terms down there so I know exactly where you stand and then turn around and see that your guys put that interpretation right square on there the way it is agreed." That is the crux of the thing.

MR. LIEBMANN: Just so we know what you mean, so we are on an equal basis. We want to be on an equal basis.

MR. HEINZ: Mr. Beard, one more thing I want to throw in. When you tried to grade on the point basis, when you sent several over to me two or three Saturdays in a row, I think it would have taken one man at least a week to grade 100 cattle on that measuring basis. By the time they measured between the pelvic bone and the rump bone and how wide the ribs were, and so on—by the time they got through measuring—they didn't measure many in a half day and there were three men.

MR. BEARD: We would not want to measure all cattle. But in order to give

a specific meaning to some word we use, so we could tell everyone what we mean when we use it, that is what we need.

CHAIRMAN MUELLER: Gentlemen, I am sure we have enjoyed very much this open discussion.

TALKS OF THE FIFTH SESSION, BY A. O. BAUMAN AND JEAN HANACHE MUST BE PRINTED IN LATER ISSUES BECAUSE OF SPACE LIMITATIONS.

OFFICERS AND DIRECTORS OF NIMPA FOR 1947-48

Chairman of the Board, A. B. Maurer, Maurer-Neurer Corp., Kansas City; **President,** W. G. Mueller, Jr., American Packing Co., St. Louis; **First Vice President,** W. C. Codling, Albany Packing Division, Tobin Packing Co., Inc., Albany, N. Y.; **Vice Presidents:** **Central Division,** F. E. Wernke, Louisville Provision Co., Louisville, Ky.; **Eastern Division,** J. A. Heinz, Heinz Riverside Abattoir, Baltimore, Md.; **Midwestern Division,** F. J. Clark, Tobin Packing Co., Inc., Fort Dodge, Ia.; **Northwestern Division,** L. F. Fink, Idaho Packing Co., Twin Falls, Ida.; **Southern Division,** F. Dykhuizen, Dixie Packing Co., Arabi, La.; **Southwestern Division,** W. F. Dixon, Dixon Packing Co., Houston, Tex.; **Western Division,** B. I. Vigna, Golden West Meat Co., Emeryville, Calif.; **Treasurer,** H. Neuhoff, jr., Neuhoff Bros. Packers, Inc., Dallas, Tex.; **Executive Vice President, Secretary and Assistant Treasurer,** C. B. Heinemann, sr.; **General Counsel,** Wilbur La Roe, jr.

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field Bros. Packing Co., Ft. Smith, Ark.; C. E. Finkbeiner, Little Rock Packing Co., Little Rock, Ark.

Western Division: Anton Reider, Coast Packing Co., Los Angeles; F. M. McNamare, Contra-Costa Meat Co., Concord, Calif.; Adolph Miller, Union Packing Co., Los Angeles; Erwin Sklar, Federal Meat Packing Co., Los

Angeles; I. H. Hoffman, Hoffman Bros. Packing Co., Los Angeles; E. M. Claridge, Safford Packing Co., Safford, Ariz.; R. A. McCarthy, Alpha Beta Food Markets, Inc., Los Angeles; B. J. Clougherty, Clougherty Bros. Meat Packing Co., Los Angeles; C. R. Krieger, Western Meat & Provision Co., Hollister, Calif.

A Hearty Welcome, Refreshment and Relaxation

1. WESTINGHOUSE TENDERAY DIV.: To make steaks tender and juicy is the avowed purpose of this group that includes (left to right) Bob Ballantyne, Bloomfield, N.J.; Charles Flood, manager, Bloomfield, N.J.; Carl Jensen, district engineer, Chicago and Bill Bates, Chicago, all of whom are with the Sterilamp-Tenderay Division.

2. VAN LOAN & CO., INC.: Conspicuous by his absence from this group of congenial hosts of Van Loan & Company, is Max Weyer, who was unable to attend the convention due to business in New York. Left to right are Jack Haug, Van Loan & Co., Inc., New York City; H. A. Gavin of Carl A. Bruch, New York importer; V. E. Figlar, Van Loan and C. A. Bruch, importer.

3. HERCULES FASTENERS, INC.: Some of the busiest men at the convention this year were Joe Frank and members of his firm. Frank is shown demonstrating the new "Fastie" casing fastener, which created considerable interest among NIMPA visitors. Pictured here are: J. C. Macy, vice president; Albert O. Steckman, vice president; Joseph J. Frank, president and John F. Mottley, sales.

4. KADIEM, INC.: The "Old Farm Seasonings" firm was host to conventioners again this year in its popular hospitality headquarters. Left to right are Earl H. Giles, Kadiem, Inc., New York City; M. Kielsing, Kent Butcher Supply, Grand Rapids, Mich.; Karl Hubner and R. B. Townsend of Kadiem.

5. HOY EQUIPMENT CO.: Packer visitors in the Hoy Equipment Company's hospitality rooms were entertained by well-known members of the staff. A line of stainless steel ham and loaf molds was on display. In the photo (left to right) are "Bob" Rosenthal, Glendale Provision Co., Detroit, Mich.; Frank H. Hoy, president,

Hoy Equipment Co., Milwaukee, Wis.; M. L. Rosenthal, general manager, Glendale Provision Co.; Jack Addis, salesman, and H. R. DeCressey, vice president, both of Hoy.

6. SYLVANIA DIVISION, AMERICAN VISCOS CO.: Sylvania's hospitality suite was again a popular rendezvous for visitors. Congenial Bob Handley was unable to attend the convention because of urgent business in New York. Shown here standing are H. C. Homer, jr., sales, Basic Food Materials, Inc., Cleveland, O.; J. B. Baughman, Sylvania Division, New York. Seated are Lee R. Swift, casing sales, Sylvania Division; Larr Brandt, Cudahy Bros. Co., Cudahy, Wis., and E. A. Burchard, Sylvania Division.

7. H. J. MAYER & SONS CO., INC.: This group never fails to provide a genuine welcome to conventioners and this convention was no exception. H. J. Mayer, sr., was missed on this occasion as he was away arranging for a trip by air to Europe. On hand were (seated) Frank A. Mayer, vice president; S. A. Mayer, secretary, and Charles F. Mayer, president. Standing are M. C. Dakin, Frank X. Morgan, Paul J. Heath and E. O. Endres, all of the sales staff.

8. MARATHON CORPORATION: The Marathon banding machine for identification of franks and other sausage was a timely topic with the packers who visited the firm's rooms. The big staff on hand included: (seated, left to right) A. J. Armstrong; R. S. Dickinson; Richard Simpson; W. E. Adcock and John Bonini. Standing are E. V. Krueger, sales promotion manager, meat and vegetable packaging; W. Roy Welch, regional sales manager; Robert Bonini, sales representative; A. W. Stompe, general sales manager; Lloyd Stone, sales representative; M. W. Porter, Chicago office; H. E. Pierce, regional sales manager, and D. C. Fox, a representative

of the Marathon Service Company.

9. LOU MENGES ORGANIZATION: Those enjoying the hospitality of the Lou Menges Organization are (seated, left to right) Mrs. C. H. Settlege, R. C. Banfield, Banfield Bros. Packing Co., Tulsa, Okla.; Mrs. Lou Menges and Mrs. D. L. Twedell. Standing are Lou Menges, "Chick" Settlege, and Dr. D. L. Twedell. **10. R. W. TOHTZ & CO.:** Packer guests and friends found this spot much to their liking and relaxed fully. Shown here (seated) are H. W. Tohtz; Herman Kornblat, Kornblat Packing Co., St. Louis, and H. O. Tohtz. Standing are Prosper Weyhaupt, Weyhaupt Brothers Packing Co., Belleville, Ill.; Harry Becker, R. W. Tohtz & Co., St. Louis, Mo.; John Wollmershauser, Wollmershauser Sons Provision Co., St. Louis; W. G. Hammann, Cincinnati Butchers' Supply Co., Cincinnati, O., and Walt Hammann, also of Cincinnati Butchers' Supply.

11. THE VISKING CORP.: Seated, left to right, are P. E. Jones; W. R. Hemrich, advertising manager; L. E. Houck, assistant sales director; H. A. Lotka, sales supervisor; J. L. Lane, and A. W. Peters. Second row: Bob Lindahl, James V. Milio, Chuck Whitford, F. G. Adams, D. Chesser, J. E. Spiering and Alec Chesser. Third Row: Paul B. Jacquin, art director; Glenn M. Granath, J. V. Smith and W. A. Heinemann. All are members of the Visking staff.

12. PRESERVATIVE MANUFACTURING CO.: A congenial group of hosts was on hand at the Preservative suite to dispense hospitality to many friends and guests. Standing (left to right) are Ed Gisch, sales; Bob Kenyon; Karl Rein and T. B. Halpin. Seated are Alvin A. Schaffner; E. Gooden; Lee Kenyon; Ben Miller and Martin J. Ryan, all of the Brooklyn, N.Y., firm.

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NEWMAN-MESSING CASING CO., INC.

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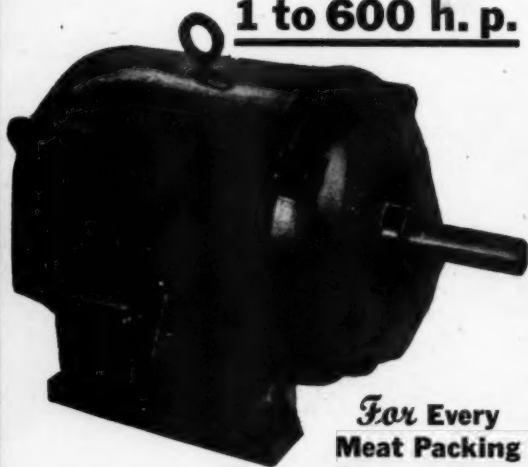
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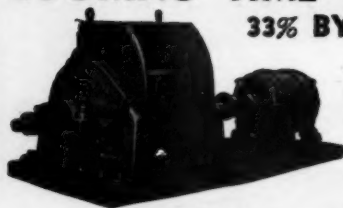
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IN THE
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CUTS RENDERING
COSTS

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- A soluble seasoning which produces a uniform and lasting flavor.
- Put up in exact amounts for each block of meat.

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BAE Estimates Larger Meat Supplies During Remainder of 1947

Larger meat supplies through the remainder of the year are indicated by the latest estimates of the USDA's Bureau of Agricultural Economics.

Meat supplies in the second and third quarters are expected to exceed those in the corresponding quarters of 1946, and fourth-quarter supplies are expected to fully equal, if not exceed, those of the fourth quarter last year when the total production was the largest for the fourth quarter in recent years.

Meat prices, however, are not expected to decline materially, unless there is a sharp drop in consumers'

incomes. Per capita civilian meat consumption during the first quarter of the year probably was the greatest for that period in at least 35 years.

Beef and veal will account for a larger-than-usual proportion of the meat supplies through the remainder of the year, according to BAE. The total number of cattle on farms at the beginning of 1947 was only 5 per cent less than the 1945 peak, and the number of cattle on feed for market has approached a record total. BAE believes the beef and veal production through 1947 will be 45 to 50 per cent greater than the 1937-41 average of 8,200,000,000 lbs.

Hog slaughter through the first quarter of the year was moderately smaller than in 1946, and is expected to be around 5 per cent less than a year ago

through the April-September period. Slaughter in the October-December quarter is expected to increase sharply as the year's spring pig crop is marketed. The 1947 per capita civilian supply of pork probably will be about as large as in 1946 in spite of the smaller production, because export of pork will be materially less than a year ago.

Lamb and mutton production in 1947 may be as much as 20 per cent below 1946, because of the smaller lamb crop in prospect, and the smaller number of ewes for slaughter.

Increases in production of beef and veal, however, about offset the reduced output of pork, lamb, and mutton. Cattle slaughter in 1947 may establish a new record, according to the Department of Agriculture's statistical agency.

HOG TEST MARGINS IMPROVE THIS WEEK AS LIVE COSTS CONTINUE DOWNWARD

(Chicago costs and credits, first three days of week)

Live animal costs declined sharply again this week while product values held fairly steady to lower, resulting in improved cut-out results for all weights of hogs. Light stock remained in the strongest position with an 80c plus margin, compared with plus 11c last week. Medium butchers rose from a minus 24c to a plus 46c, while heavy

weights made the greatest gain, showing a minus margin of only 9c compared with minus \$1.04 last week.

This test is computed for illustrative purposes only. Each packer should figure his own test, using actual costs, credits, yields and realizations. Values reported here are based on available figures for the early part of each week.

—180-220 lbs.—						—220-240 lbs.—						—240-270 lbs.—					
			Value						Value						Value		
Pct. live wt.	Pct. fin. yield	Price per lb.	per cwt. alive	per cwt. fin. yield		Pct. live wt.	Pct. fin. yield	Price per lb.	per cwt. alive	per cwt. fin. yield		Pct. live wt.	Pct. fin. yield	Price per lb.	per cwt. alive	per cwt. fin. yield	
Regular hams	13.9	20.0	43.2	\$ 6.00	\$ 8.64	13.8	19.4	43.2	\$ 5.96	\$ 8.38		12.9	18.1	46.0	5.93	\$ 8.33	
Skinless hams																	
Pickens	5.6	8.1	30.5	1.71	2.47	5.5	7.7	29.4	1.62	2.28		5.3	7.4	28.2	1.50	2.09	
Boston butts	4.2	6.0	34.0	1.45	2.04	4.1	5.8	35.3	1.37	1.93		4.1	5.7	31.0	1.28	1.77	
Loins (blade in)	10.1	14.5	49.3	4.98	7.15	9.8	13.8	47.2	4.83	6.51		9.6	13.4	42.2	4.06	5.65	
Bellies, S. P.	11.0	15.8	41.2	4.53	6.51	9.5	13.4	38.7	3.68	5.19		3.9	5.5	34.7	1.36	1.91	
Bellies, D. S.						2.1	3.0	27.3	.57	.82		8.6	12.0	27.3	2.36	3.28	
Fat backs						3.2	4.5	21.0	.67	.95		4.6	6.4	21.0	.98	1.34	
Plates and jowls	2.9	4.2	21.5	.62	.90	3.0	4.2	21.5	.64	.90		3.4	4.8	21.5	.74	1.03	
Raw leaf	2.2	3.2	21.1	.46	.68	2.2	3.1	21.1	.46	.65		2.2	3.1	21.1	.47	.65	
P. S. lard, rend. wt.	12.8	18.4	23.0	2.94	4.23	11.2	15.8	23.0	2.58	3.63		10.4	14.5	23.0	2.39	3.42	
Spare ribs	1.6	2.3	36.5	.58	.84	1.6	2.3	31.5	.50	.72		1.6	2.2	30.5	.53	.75	
Regular trimmings	3.2	4.6	23.5	.75	1.08	3.0	4.2	23.5	.71	.99		2.9	4.1	23.5	.68	.96	
Feet, tails, neckbones	2.0	2.9	15.0	.39	.43	2.0	2.8	15.0	.30	.42		2.0	2.8	15.0	.30	.42	
Offal and miscellaneous				1.10	1.61				1.10	1.39					1.10	1.58	
TOTAL YIELD AND VALUE	69.5	100.0		\$25.41	\$36.56	71.0	100.0		\$24.81	\$34.94		71.5	100.0		\$23.40	\$32.86	
			Per cwt. alive						Per cwt. alive						Per cwt. alive		
Cost of hogs			\$28.41						\$23.34						\$22.66		
Condemnation loss			.12						.12						.11		
Handling and overhead			1.08						.89						.81		
TOTAL COST PER CWT.			\$24.61						\$24.35						\$23.58		
TOTAL VALUE			25.41		36.56				24.81		34.94				23.40		32.86
-Cutting margin																	
+Cutting margin																	
-Margin last week				\$.80	\$ 1.15					.46	.65					\$.09	\$.16
+Margin last week					.11					.24	.30					1.04	1.44

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MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

CARCASS BEEF

Choice native steers—	
All weights	39 1/2
Good native steers—	
All weights	36 1/2
Commercial native steers—	
All weights	33
Cow, commercial	27 1/2
Cow, canner and cutter	26 1/2
Hindquarters, choice	48
Forequarters, choice	35
Cow, hindquarter, comm.	28 1/2
Cow, forequarter, comm.	22 1/2

BEEF CUTS

Steer loin, choice	65
Steer loin, good	56 1/2
Steer loin, commercial	42 1/2
Steer round, choice	43 1/2
Steer round, good	42 1/2
Steer rib, choice	52
Steer rib, good	43 1/2
Steer rib, commercial	35 1/2
Steer rib, utility	28
Steer sirloin, choice	40 1/2
Steer sirloin, commercial	41 1/2
Steer chuck, choice	30 1/2
Steer chuck, good	31 1/2
Steer chuck, commercial	30 1/2
Steer brisket, choice	37
Steer brisket, good	37
Steer back, choice	37
Steer back, good	37
Fore shanks	20
Hind shanks	18
Beef tenderloins	1.20
Steer plates	17

VEAL—HIDE OFF

Choice carcass	33
Good carcass	31 1/2
Commercial carcass	28
Utility	25

BEEF PRODUCTS

Brains	10	@12
Hearts	16	@18
Tongues, select, 3 lbs. & up,		
fresh or froz.	30	@31
Tongues, house run,		
fresh or froz.	24	@27
Tripe, cooked	8	@10
Kidneys	20	@22
Livers, selected	41	@45
Cheek meat	18	@19
Lips	9	@10
Lungs	7	@8
Melts	7	@8

FRESH PORK AND PORK PRODUCTS

Fresh sk. ham, 8/15	48 1/2	@51
Reg. pork loins, und. 12 lb.	46 1/2	@47
Picnics	34	
Skinned shldrs., bone in.	36 1/2	@38
Spareribs, under 3 lbs.	38 1/2	@39
Boston butts, 5/8 lbs.	36 1/2	@38
Boneless butts, c.t.	36 1/2	@38
Neck bones	12	
Pigs' feet, front.	11 1/2	@12
Kidneys	13 1/2	@14
Livers	28 1/2	@30
Brains	13 1/2	@14
Ears	11 1/2	@13
Snouts, lean in.	13 1/2	@15

SAUSAGE MATERIALS

Reg. pork trim (50% ft.)	24	@25
Sp. lean pork trim, 85%	33	@34
Ex. lean pork trim, 95%	42	@44
Pork cheek meat	30	@31
Boneless bull meat	32	@33
Boneless chucks		
Shank meat		
Beef trimmings		
Beef trimmings		
Dressed cutter cows	22 1/2	@23
Dressed bologna bulls	25	@26
Pork tongues	21	@22

CALF

Choice, 225 to 300 lbs.	37
Good, 225 lbs. down.	36
Commercial	31

LAMBS

Choice lambs	40 1/2	@42
Good lambs	39 1/2	@40
Commercial lambs	35 1/2	@38
Utility	30 1/2	@33

MUTTON

Good and choice	19	@20
Commercial	19	@20
Cull	17	

WHOLESALE SMOKED MEATS

Fancy regular hams,		
14/18 lbs., parchment paper	55 1/2	@57
Fancy skinned hams,		
14/18 lbs., parchment paper	54 1/2	@58
Fancy trim, brisket off, bacon,		
8 lb. down, wrap	54 1/2	@62
Square cut seedless bacon,		
8 lb. down, wrap	56 1/2	@62
No. 1 beef sets, smoked		
Insides, C Grade		
Outsides, C Grade		
Knuckles, C Grade		

FANCY MEATS

Tongues, corned	45
Veal breads, under 6 oz.	65
6 to 12 oz.	80
12 oz. up	1.05
Beef kidneys	30
Lamb livers	34 1/2
Beef livers	55
Ox tails under 1/2 lb.	16
Over 1/2 lb.	30

DRY SAUSAGE

Cervelat, ch. hog buns	74	@74
Thuringer	59	@60
Farmer	56	@57
Holsteiner	56	@57
B. C. Salami	67	@67
B. C. Salami, new, cond.	41	@42
Genoa style salami, ch.	80	@84
Pepperoni	63	
Mortadella, new condition	39	
Cappicola (cooked)	78	
Italian style hams	78	

DOMESTIC SAUSAGE

Pork sausage, hog casings.	42
Pork sausage, bulk.	40
Frankfurters, sheep casings	41 1/2
Frankfurters, hog casings..	41 1/2
Bologna	36
Bologna, artificial casings..	35 1/2
Smoked liver, hog bungs.	42 1/2 @ 43
Head cheese	54 @ 56
New Eng. lunch, speciality.	35 1/2 @ 37 1/2
Minced luncheon, spec., ch.	35 1/2 @ 37 1/2
Tongue and blood.	
Blood sausage	27 1/2 @ 28 1/2
Souse	45 @ 45 1/2
Polish sausage	45 @ 45 1/2

SPICES

(Basis Chgo., orig. bbls., bags, bales)	
Whole	Ground
Allspice, prime	28 31
Resitied	29 32
Chili powder	30 30
Cloves, Zanzibar	20 1/2 24
Ginger, Jam. und.	22 25
Cochin	21 24
Mace, fcy. Banda	
East Indies	1.95
West Indies	1.90
Mustard, flour, fcy.	35
No. 1	28
West India Nutmeg	1.15
Paprika, Spanish	59
Pepper, Cayenne	43 1/2
Red, No. 1	44 1/2
Pepper, Packers	55 1/2
Pepper, black	55 1/2
Pepper, white	66 1/2

SAUSAGE CASINGS

(F. O. B. Chicago)

(Prices quoted to manufacturers of sausage.)

Beef casings:

Domestic rounds, 1 1/2 in.	180 pack	35	@41
Domestic rounds, over 1 1/2 in., 140 pack			@
Export rounds, wide, over 1 1/2 in.		75	@81
Export rounds, medium, 1 1/2 to 1 3/4 in.		45	@48
Export rounds, narrow, 1 1/2 in. under		50	@1.01
No. 1 weasands, 22 in. up	9	@12	
No. 2 weasands	14 1/2	@14	
Middle sewing, 1 1/2 in.		1.05	@1.15
Middles, select, wide, 2 1/2 in.		1.20	@1.30
Middles, select, extra, 2 1/2 in.		1.45	@1.70
Middles, select, extra, 2 1/2 in. & up		1.75	@2.00
Beef bungs, export No. 1		2	
Beef bungs, domestic		17	

Dried or salted bladders,

per piece:		
12-15 in. wide, flat.....	11	@13
10-12 in. wide, flat.....	8	@9
8-10 in. wide, flat.....	5	@6

Pork casings:

Extra narrow, 29 mm. & dn.		3.00	@3.25
Narrow mediums, 29 mm. & dn.		3.00	@3.25
Medium, 32 to 35 mm.		3.05	@3.25
Spe. medium, 35 to 38 mm.		3.00	@3.25
Wide, 38 to 43 mm.		2.95	@3.25
Wide, 38 to 43 mm.		2.90	@3.25
Export bungs, 34 in. cut	33	@37	
Large prime bungs, 34 in. cut		28	@34
Medium prime bungs, 34 in. cut		21	@26
Small prime bungs, 13 in.		13	@18
Middles, per set		35	@40

CURING MATERIALS

Nitrite of soda (Chgo. w'house)		
in 425-lb. bbls., del.		8 1/2
Saltwater, n. ton, f.o.b. N. Y.		
Dbl. refined gran.		9.00
Small crystals		12.00
Medium crystals		13.00
Pure rfd. gran. nitrate of soda		4.00
Pure rfd. powdered nitrate of soda		unquoted
Salt, in min. car of 80,000 lbs.		
only, f.o.b. Chgo., per ton:		
Granulated, kiln dried		9.70
Medium, kiln dried		12.70
Rock, bulk, 40 ton cars		8.00
Sugar—		
Raw, 96 basis, f.o.b.		
New Orleans		5.20
Standard gran., f.o.b. refiners (2%)		6.00
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		5.50
Dextrose, in car lots, per cwt. (cotton)		4.00
in paper bags		4.75

SEEDS AND HERBS

	Whole	Ground
Caraway seed	31	30
Cominos seed	25	24
Mustard seed, fcy. Tel.	28	28
American	26	26
Marjoram, Chilean	16	16
Oregano	22	22

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CASH PRICES

CARLOT TRADING LOOSE BASIS
F.O.B. CHICAGO OR CHICAGO
BASIS

THURSDAY, APRIL 24, 1947

REGULAR HAMS

Fresh or Frozen	S.P.
5-10	44n
10-12	43n
12-14	43n
14-16	43n

BOILING HAMS

Fresh or Frozen	S.P.
16-18	43n
18-20	42n
20-22	38n

SKINNED HAMS

Fresh or Frozen	S.P.
10-12	44n
12-14	44n
14-16	44n
16-18	44n
18-20	44n
20-22	39n
22-24	39n
24-26	38n
26-28	35n
28-30	35n
30-32	35n
32-34	35n
34-36	35n
36-38	35n
38-40	35n
40-42	35n
42-44	35n
44-46	35n
46-48	35n
48-50	35n
50-52	35n
52-54	35n
54-56	35n
56-58	35n
58-60	35n
60-62	35n
62-64	35n
64-66	35n
66-68	35n
68-70	35n
70-72	35n
72-74	35n
74-76	35n
76-78	35n
78-80	35n
80-82	35n
82-84	35n
84-86	35n
86-88	35n
88-90	35n
90-92	35n
92-94	35n
94-96	35n
96-98	35n
98-100	35n

OTHER D. S. MEATS

Fresh or Frozen	Cured
Regular plates	22n
Clear plates	20n
Square joints	21n
Jowl butts	20n

PICNICS

Fresh or Frozen	S.P.
4-6	29n
6-8	29n
8-10	27
10-12	27n
12-14	23n
14-16	23n
16-18	23n
18-20	23n

BELLIES

Fresh or Frozen	Cured
6-8	41n
8-10	41
10-12	40
12-14	38
14-16	37n
16-18	30n
18-20	29n

D. S. BELLIES

Fresh or Frozen	Cured
18-20	26
20-22	25n
22-24	25n
24-26	25n
26-28	25n
28-30	25n
30-32	25n
32-34	25n
34-36	25n
36-38	25n
38-40	25n

FAT BACKS

Fresh or Frozen	Cured
6-8	20n
8-10	20n
10-12	20n
12-14	21
14-16	21
16-18	22
18-20	22
20-22	22

LARD FUTURES PRICES

MONDAY, Apr. 21, 1947

Open	High	Low	Close
Jul. 23.37	23.50	23.37	23.37 1/2 ax
Sep. 23.37	23.50	23.37	22.12 1/2 ax
Oct. 23.37	23.50	23.37	20.75n
Nov. 23.37	23.50	23.37	19.00n

TUESDAY, Apr. 22, 1947

Open	High	Low	Close
Jul. 23.00	23.00	22.95ax	22.95ax
Sep. 21.75	21.85	21.75	21.85
Oct. 20.75	20.75	20.75ax	20.75ax
Nov. 18.75	18.75	18.70ax	18.70ax

WEDNESDAY, Apr. 23, 1947

Open	High	Low	Close
Jul. 22.25	22.25	21.50	21.50h
Sep. 21.75	21.75	20.50	20.50ax
Oct. 20.75	20.75	19.00ax	19.00ax
Nov. 18.75	18.75	18.10ax	18.25

THURSDAY, Apr. 24, 1947

Open	High	Low	Close
Jul. 21.85	21.87 1/2	21.05	21.87 1/2
Sep. 21.12 1/2	21.50	20.62 1/2	20.75h
Oct. 20.75	20.75	19.90ax	19.90ax
Nov. 18.50	18.50	18.50h	18.50h

FRIDAY, Apr. 25, 1947

Open	High	Low	Close
Jul. 21.70	22.00	21.37 1/2	21.75ax
Sep. 20.37 1/2	21.00	20.37 1/2	20.75h
Oct. 19.45	19.45	18.25	19.75ax
Nov. 18.45	18.45	18.25	18.25h

WEEK'S LARD PRICES

	Tierces	Loose	Leaf
	P.S. Lard	P.S. Lard	Raw
April 21	26.00ax	23.75ax	22.25
April 22	25.25ax	23.00ax	21.50
April 23	24.25ax	22.00ax	20.50
April 24	24.25ax	22.00n	20.50
April 25	23.50ax	21.00ax	20.00

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b.	26 1/2 @ 26 1/2
Chgo. refined, tierces, f.o.b.	26 1/2 @ 26 1/2
Leaf, kettle rend., tierces	26 1/2 @ 26 1/2
f.o.b. Chgo.	27
Neutral, tierces, f.o.b.	27 1/2
Chicago	27 1/2
Standard shortening	27.25
Shortening, tierces, cat	28.50
N. & S. Hydrogenated	38.50
Del'd.	

CALIFORNIA KILL

State-inspected kill of live-stock for March, 1947:

	No.
Cattle	24,61
Calves	19,48
Hogs	8,04
Sheep	19,73

Production for the month:

	Lbs.
Sausage	2,212.95
Pork and beef.....	4,193.49
Lard and substitutes.....	131.90

Total 6,538,359
Plants under state inspection March 31, 1947, 196. Plants under state approved municipal inspection March 31, 1947, 136.

SOUTHERN LIVESTOCK KILL

Livestock slaughtered in packing plants and abattoirs during March, 1947, in Alabama, Florida and Georgia, are totaled by the Production and Marketing Administration as follows:

March, 1947	March, 1946
Cattle	34,708
Calves	17,082
Hogs	125,817
Sheep	92

MARKET PRICES *New York*

DRESSED BEEF CARCASSES

City Dressed

Apr. 22, 1947	
Choice, native, heavy....	43.75@48.00
Choice, native, light.....	39.75@44.00
Good	38.00@43.00
Commercial	36.00@38.00
Can. & cutter.....	24.50@25.50
Utility	26.00@27.00
Bot. bull	27.50@29.00

BEEF CUTS

City	
No. 1 ribs	60.00@63.00
No. 2 ribs	54.00@56.00
No. 1 loins	70.00@75.00
No. 2 loins	60.00@65.00
No. 1 hinds and ribs	50.00@55.00
No. 2 hinds and ribs	46.00@48.00
No. 1 rounds	48.00@49.00
No. 2 rounds	42.00@44.00
No. 1 chucks	32.00@35.00
No. 2 chucks	32.00@34.00
No. 3 chucks	30.00@32.00
No. 1 briskets	36.00@39.00
No. 2 briskets	36.00@38.00
No. 1 flanks	18.00@21.00
No. 2 flanks	18.00@21.00
Rolls, reg. 46@8 lbs. av.	
Rolls, reg. 6@8 lbs. av.	

FRESH PORK CUTS

	Western
Shoulders, regular	37@38
Butts, regular 3/8 lbs.	40@42
Pork loins, fresh, 12 lbs. dn.	52@53
	City
Pork loins, fr., 10/12 lbs.	52@54
Shoulders, regular	37@41
Hams, regular, under 14 lbs.	46@50
Hams, sknd., under 14 lbs.	46@53
Picnic, bone in	44@46
Pork trim, ex. lean	44@46
Pork trim, regular	27@29
Sparreria, medium	40@42
Boston butts, 3/8 lbs.	40@42
Bellies, sq. cut, seedless, 8/12 lb.	47@49

FANCY MEATS

Tongues, corned	45
Veal breads, under 6 oz.	65
6 to 12 oz.	80
12 oz. up	1.00
Beef kidneys	25
Lamb fries	35
Beef livers	55
Ox tails under 1/2 lb.	16
Oxtails over 1/2 lb.	30

DRESSED HOGS

Hogs, gd. & ch., hd. on, ff. fat in	
120 to 136 lbs.....	\$35.00@37.00
137 to 153 lbs.....	35.00@37.00
154 to 171 lbs.....	35.00@37.00
172 to 188 lbs.....	35.00@37.00

WESTERN DRESSED MEATS AT NEW YORK

TUESDAY, APRIL 22, 1947
All quotations in dollars per cwt.

FRESH BEEF—STEER & HEIFER:

Choice:	
350-500 lbs.	None
500-600 lbs.	\$38.00-40.00
600-700 lbs.	39.00-41.00
700-800 lbs.	39.50-41.50

Good:		
350-500 lbs.	.....	36.00-37.50
500-600 lbs.	.....	36.00-38.00
600-700 lbs.	.....	37.00-38.50
700-800 lbs.	.....	37.00-39.00

Commercial:	
350-600 lbs.	32.00-35.00
600-700 lbs.	32.00-35.00
Utility:	
350-600 lbs.	None

COW:

Commercial, all wts.	27.00-29.00
Utility, all wts.	25.00-26.00
Cutter, all wts.	None
Canner, all wts.	None

FRESH VEAL & CALF

SKIN OFF, CARCASS BASIS:

Choice:	
80-130 lbs.	34.00-40.00
130-170 lbs.	34.00-40.00
Good:	
50- 80 lbs.	30.00-32.00
80-130 lbs.	30.00-34.00
130-170 lbs.	32.00-34.00

LAMBS

Choice lambs	38.00@42.00
Good lambs	37.00@40.00
Commercial	32.00@35.00

VEAL—SKIN OFF

Choice carcass	34.00@40.00
Good carcass	30.00@34.00
Commercial carcass	22.00@28.00
Utility	18.00@24.00

CALF

Choice	34.00@40.00
Good	32.00@34.00
Commercial	25.00@30.00

BUTCHERS' FAT

Shop fat	8.25
Breast fat	9.75
Edible suet	10.25
Inedible suet	10.25

FEBRUARY FOOD SALES UP

Sales of retail grocery and grocery-fresh meat stores during February were estimated at \$1,627,000,000 by the Department of Commerce. This figure is about 25 per cent higher than that reported for February, 1946, but 5 per cent lower than in the longer month of January this year. Chain stores accounted for \$629,000,000, or 39 per cent of the total sales. February sales of retail chain stores were 42 per cent higher than the same month last year, compared with the 25 per cent increase for all grocery and combination stores.

Watch Classified page for good men.

BY-PRODUCTS—FATS—OILS

TALLOW AND GREASES

Soap and fats and oils broke into the headlines late in the week when major soapers, including Colgate-Palmolive-Peet Co., Proctor & Gamble Co., Swift and Company, Lever Brothers, and M. Werk Co., announced 10 per cent cuts in their prices for soap and numerous soap products.

The way for these reductions at wholesale levels was paved by declining prices for fats and oils. Prices for tallows and greases and for most vegetable oils, have been dropping for nearly a month. Tallow, for example, was quoted at 30c on March 26 and for several days before. A consistent decline, with occasional resistance points, has dropped this item $9\frac{1}{2}$ to 10c to the 20c to $20\frac{1}{2}$ c level in the succeeding period. The decline in other fats and oils has been comparable.

TALLOW: Closing quotations for tallow in earlots, f.o.b. producer's plant on Thursday were:

Edible, 20c; fancy, 20c; choice, 19½c; prime or extra, 19½c; special, 19½c; 19½c; No. 1, 19½c; No. 3, 19½c; No. 2, 17½c.

GREASES: The market in greases followed last week's 5c break in prices with another 2c decline to match tallows at the 20c and lower level. Grease quotations on Thursday were reported as follows:

Choice white, 20c; A-white, 19½c; B-white, 19½c; yellow, 19n; house, 18½n; brown, 25 F.F.A., 17½n.

NEATSFOOT OIL.—With the production and volume of business in this oil continuing very light, prices are largely nominal and no reliable quotations for the various grades are available.

GREASE OILS.—The market hit the toboggan in sympathy with practically

FERTILIZER PRICES

BASIS NEW YORK DELIVERY
Ammoniates

Ammonium sulphate, bulk, per ton, f.o.b. production point	\$32.00
Blood, dried 16% per unit of ammonia	9.00
Unground fish scrap, dried, 60% protein nominal f.o.b.	
Fish Factory, per unit	2.00
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports	38.50
In 100-lb. bags	41.50
Fertilizer tankage, ground, 10% ammonia, 10% B. F. L. bulk	nominal
Feeding tankage, unground, 10-12% ammonia, bulk per unit of ammonia	8.00

Phosphates

Bone meal, steam, 3 and 50 bags, per ton, f.o.b. works	\$60.00
Bone meal, raw, 4½% and 50% in bags, per ton, f.o.b. works	67.50
Superphosphate, bulk, f.o.b. Baltimore, 19% per unit	.80

Dry Rendered Tankage

45/50% protein, unground, \$1.50 per unit of protein	
--	--

EASTERN FERTILIZER MARKET

New York, April 24, 1947

Trading was on a very reduced scale and cracklings declined to \$1.50 f.o.b. New York with very little interest by the buyers.

No sales of tankage or blood were reported.

A strong demand still exists for various fertilizer chemicals and the supply is very limited. Some sales of fish scrap have been made on a when-and-if-made basis for summer delivery.

all fats and oils, and prices dropped sharply.

No. 1 oil, which slipped 2c a week ago is down another $7\frac{1}{2}$ c to sell at 26c. Prime burning, quoted a week ago at $35\frac{1}{2}$ c is down to 30c. Acidless tallow oil, quoted last week at $30\frac{1}{2}$ c, is 3c down to $27\frac{1}{2}$ c. All prices are for drum lots.

The current slide in grease oil values cancels out all of the gains of the last few weeks and places prices well below those of more than a month ago.

BY-PRODUCTS MARKETS

(Chicago, April 24, 1947.)

Blood

Unground, per unit ammonia	\$7.50
----------------------------	--------

Digester Feed Tankage Materials

Unground, loose	\$7.30
Liquid stick, tank cars	\$6.00

Packinghouse Feeds

50% meat and bone scraps, bulk	\$8.00
35% meat scraps, bulk	107.50
50% feeding tankage with bone, bulk	90.50
60% digester tankage, bulk	108.00
80% blood meal, bulk	135.00
65% RPI, special steamed bone meal, bagged	80.00

Bone Meal (Fertilizer Grades)

Steam, ground, 3 & 50	\$5.00
Steam, ground, 2 & 27	\$5.00

Fertilizer Materials

High grade tankage, ground	Per ton
10@11% ammonia	\$6.00 and 10c
Bone tankage, unground, per ton	50c
Hoof meal, per unit ammonia	7.00

Dry Rendered Tankage

Cake	Per unit Protein
Expeller	\$1.50

Gelatine and Glue Stocks

Calf trimmings (limed)	Per cwt. \$3.75
Hide trimmings (green, salted)	1.75@2.00
Sinews and pizzles (green, salted)	1.75@2.00

Cattle jaws, skulls and knuckles	Per ton \$15.00
Pig skin scraps and trim, per lb.	.30

Animal Hair

Winter coil dried, per ton	\$80.00
Summer coil dried, per ton	80.00
Winter processed, black, lb.	20.00
Cattle switches	40c
Winter processed, gray, lb.	12.00
Summer, processed, gray, lb.	12.00
*Del'd. Midwest point.	

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VEGETABLE OILS

Vegetable oil prices broke sharply again in sympathy with the general trend of prices for fats and oils. Most items lost from 4 to 6c in values. Trading was rather dull as buyers waited for the market to stabilize at a lower level.

CORN OIL: Sales at 24@25 were 4½ to 5½c under a week earlier.

SOYBEAN OIL: Values dropped 5@6c during the week and Thursday sales were made at 22c, basis Decatur.

PEANUT OIL: Thursday's price of 25c, Southeast, was nominal, but 5c under a week earlier. Added to the 6c decline of the previous week, this drop in price totals 11c for the last two weeks.

COCONUT OIL: Trading was dull but sellers were holding prices Thursday at 19c, in spite of the lack of buying interest. This was 2c down from a week ago. Copra was reported offered c.i.f. West Coast ports at \$215.25, per short ton which represented an accumulative decline of \$44.75, from the high point this spring.

COTTONSEED OIL: The market was sharply lower and Thursday spot crude

prices were 5c down for the week to 25c nominal for SE and Texas and 25c paid for Valley. The week's quotations on the N. Y. futures market were as follows:

MONDAY, APRIL 21, 1947

	Open	High	Low	Close	Pr. cl.
May	26.50	26.52	26.50	*28.00	28.50
July	22.25	22.25	21.88	*21.55	21.75
Sept.	20.25	20.25	20.25	20.25	20.00
Oct.	18.50	18.50	18.50	*18.00	18.00
Jan., 1948.	.....	.....	.....	*17.00	17.00
Mar., 1948.	.....	.....	.....	*16.50	16.50

Total sales, 7 contracts.

TUESDAY, APRIL 22, 1947

	Open	High	Low	Close	Pr. cl.
May	26.75	26.75	26.25	*28.00	28.50
July	21.13	21.50	21.13	*21.50	21.75
Sept.	20.00	20.00	20.00	*19.85	20.00
Oct.	18.00	18.00	17.75	*18.00	18.00
Jan., 1948.	.....	.....	.....	*17.00	17.00
Mar., 1948.	.....	.....	.....	*16.05	16.50

Total sales, 18 contracts.

WEDNESDAY, APRIL 23, 1947

	Open	High	Low	Close	Pr. cl.
May	25.00	25.00	25.00	*26.00	26.00
July	21.00	21.00	20.50	*20.55	21.50
Sept.	17.50	17.50	17.50	*19.30	19.85
Oct.	17.50	17.50	17.50	*17.50	18.00
Jan., 1948.	.....	.....	.....	*16.50	17.05
Mar., 1948.	.....	.....	.....	*15.50	16.05

Total sales, 18 contracts.

THURSDAY, APRIL 24, 1947

	Open	High	Low	Close	Pr. cl.
May	25.50	25.50	25.25	*26.00	26.00
July	20.25	20.25	20.25	*20.90	20.55
Sept.	18.00	18.00	17.50	*18.00	19.30
Oct.	16.50	16.50	16.50	*16.50	16.50
Jan., 1948.	.....	.....	.....	*16.50	16.50
Mar., 1948.	.....	.....	.....	*16.50	16.50

Total sales, 14 contracts.

*Bid.

U. S. MEAT IMPORTS-EXPORTS

The following table shows exports and imports of meats by the United States during February, 1947:

	Feb., 1947 lbs.	Feb., 1946 lbs.
EXPORTS (domestic)—		
Beef and veal, fresh or frozen	422,973	32,195,706
Beef and veal, pickled or cured	599,618	436,805
Pork—		
Fresh or frozen	1,005,076	1,670,193
Wiltshire and Cumberland sides .....	.....	.....
Hams and shoulders, cured	269,279	504,911
Bacon	182,613	122,225
Other pork, pickled or salted	1,582,008	1,539,028
Mutton and lamb	43,687	1,093,537
Sausage, including canned, and sausage ingredients	3,066,527	7,817,952
Canned meats—		
Beef	39,104	17,581,648
Pork	276,904	4,385,575
Tubonka	3,107,494	4,615,795
Other canned meats	1,021,417	52,588,202
Other meats, fresh, frozen, or cured—		
Kidneys, livers, and other meats, n.e.s.	600,708	103,323
Lard, including neutral	38,760,084	47,974,959
Tallow, edible	21,761	.....
Tallow, inedible	2,259,927	345,066
Grease and lard stearin	448	10,404
IMPORTS—		
Beef, fresh or frozen	169,384	447,027
Veal, fresh or frozen .....	.....	1,233
Beef and veal, pickled or cured	1,630,248	1,057,693
Pork, fresh or frozen	5,674	38
Hams, shoulders and bacon	59	621
Pork, other pickled or salted	1,030	18,100
Mutton and lamb	983,997	84,312
Canned beef .....	.....	.....
Tallow, edible	120,000	.....
Tallow, inedible .....	.....	.....

*Includes many items which consist of varying amounts of meat.

CRUSHED COTTONSEED OFF

Cottonseed crushed in the eight months from August 1, 1946 to March 31 this year amounted to 2,676,544 tons as compared with 2,899,991 tons in the corresponding period a year earlier, it was revealed by the Census Bureau this week. Cottonseed on hand at mills on March 31 totaled 399,066 tons, compared with 368,809 the previous year.

PEANUT SUPPORT PRICES

A loan and purchase program for the 1947 crop of peanuts has been approved in Washington for execution through the Commodity Credit Corp., it is reported. The program provides for support of edible peanut prices at 90 per cent of parity on July 15.

VEGETABLE OILS

Crude cottonseed oil, carlots, f.o.b. mills	
Valley	25c pd
Southeast	25c pd
Texas	25c pd
Soybean oil, in tanks, f.o.b. mills, Midwest	22c pd
Corn oil, in tanks, f.o.b. mills	24½c pd
Coconut oil, May-June	19
Peanut oil, f.o.b. Southern points	25c
Cottonseed foots	
Midwest and West Coast	8½c
East	8½c

OLEOMARGARINE

Prices f.o.b. Chgo.

White domestic, vegetable	41
White animal fat	41
Water churned pastry	37
Milk churned pastry	38



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MARCH BUFFALO LIVESTOCK

	Cattle	Calves	Hogs	Sheep
Receipts	22,066	11,923	6,258	39,900
Shipments	13,704	6,098	3,009	33,966
Local slaughter	8,131	5,797	2,596	5,226

HIDES AND SKINS

Steady to strong prices paid for packer hides, with further export business on heavy stock—Small packer stock moving in wide range—Country market dormant.

Chicago

PACKER HIDES.—Steady to firm prices ruled throughout the week in the packer hide market, with a continuation of export buying of heavy hides in evidence. England is credited with taking 50,000 to 60,000 heavy hides previous week, and further sales in that direction were scattered through this week. Total reported sales so far this week involve a little over 40,000 hides, and about 20,000 more sold at the close of last week.

Heavy native steers sold $\frac{1}{2}$ c higher for Aprils, and a similar advance was paid for St. Paul heavy and light native steers; branded hides sold steady; St. Paul April heavy cows brought a premium of $\frac{1}{2}$ c; light native cows, which did not move during the decline previous week, sold in a wide range of a cent lower to a half-cent higher, depending upon average weights.

At the end of last week, one packer sold 3,000 prior to April straight heavy native steers at $21\frac{1}{2}$ c, and 1,300 Aprils

at 22c. This week, the Association sold 1,400 April mixed light and heavy native steers, and a local packer 5,500 Aprils, all at $21\frac{1}{2}$ c; 1,400 Watertown Mar. mixed native steers and heavy native cows sold at $21\frac{1}{2}$ c; 1,400 St. Paul mixed light and heavy native steers sold later at 22c, and 1,400 Aprils sold for export at 22c. One lot of 1,900 April extreme light native steers sold early at 26c.

At midweek, one packer sold 5,000 late Mar. and April butt branded steers at 19c, steady; Feb.-Mar. take-off last sold $\frac{1}{2}$ c less. Colorados last sold at 19c for Aprils and 18c for Jan. to Mar. take-off.

At the end of last week, one packer sold a total of 12,000 Feb.-Mar.-Apr. heavy Texas steers at $18\frac{1}{2}$ c; straight Aprils are quotable at 19c. Accumulation is very slow on light Texas steers; one packer sold light Texas steers late this week at 20c, in a mixed car with other mixed brands from a light average point.

At the close of last week, one packer sold 3,400 April heavy native cows at $21\frac{1}{2}$ c, or $\frac{1}{2}$ c premium; 1,400 St. Paul Aprils sold this week at 22c.

Light native cows moved in a wide range, depending upon points, dating and average weight; 3,700 April St.

Louis and St. Joe light cows sold at $25\frac{1}{2}$ c; 5,700 Mar.-Apr. northern points sold at 25c; 2,400 Ft. Worth April light cows, reported to run 38-39 lb. avge., sold at 27c; 1,500 St. Paul, 1,700 St. Louis and 1,900 St. Joe mostly April light native cows sold at $25\frac{1}{2}$ c.

Branded cows sold previous week at $21\frac{1}{2}$ c for heavy and 22c for light average points, and some very light Ft. Worth Mar.-Apr. at $22\frac{1}{2}$ c; late this week, the Association sold 2,800 April branded cows on which price has not yet been disclosed but trade credits at $21\frac{1}{2}$ c.

At the opening of the week, one packer sold 1,200 Jan. forward, and the Association 1,050 Mar.-Apr. bulls, basis $18\frac{1}{2}$ c for natives and $17\frac{1}{2}$ c for branded bulls, steady prices.

Continued high cattle slaughtering will keep domestic hide and skin production at record levels for the rest of this year, the Dept. of Commerce predicted this week in a survey of the leather industry. Increases in bovine type leather, and declines in sheep and lamb varieties, were predicted. Federally inspected cattle slaughter in March, it was pointed out, was 7 $\frac{1}{2}$ percent higher than in Feb., and 36 percent over March last year; total kill in first three months this year was 3,773,420 cattle, an increase of 29 percent over same period last year.

A greater than seasonal decline in proportion of cows killed, and increases in steers slaughtered, was reported; this trend started in February and is expected to continue through July or August.

OUTSIDE SMALL PACKER.—Market is very rangy on small packer stock; very light stock is in demand and heavy hides slow to move. Small packers around 43-44 lb. avge., of good take-off, might sell up to $21@21\frac{1}{2}$ c, selected, trimmed, for natives, and a cent less for brands. However, offerings of 55-60 lb. avge. at 18c, selected, are unsold; there are reports from sole leather tanners involving heavy stock at down to $15\frac{1}{2}$ c; average weight and section are the major considerations.

PACIFIC COAST.—At the close of last week, larger killers in the Pacific Coast market moved about 22,000 hides at 19c for cows and $16\frac{1}{2}$ c for steers; at the same time, small killers sold 6,000 at $\frac{1}{2}$ c less, cows going at $18\frac{1}{2}$ c and steers at 16c, flat. At midweek, some northern independent packers sold hides at the latter prices, steady.

CALF AND KIPSKINS.—Local packers are well sold up through April on calf and kipskins, and May offerings are not expected for a week or so. April packer calf last sold at $62\frac{1}{2}$ c for northern heavies and lights, and $57\frac{1}{2}$ c for River point heavies and lights.

Packer April kipskins last sold at $37\frac{1}{2}$ c for northern natives and 35c for brands, and May offerings are awaited to clarify values.

Packer regular slunks last sold at \$3.25; hairless quoted \$1.10@1.20, nom.

SHEEPSKINS.—Dry pelts are re-

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ported moving around 26@27c, Chgo. basis, for full wools. Light trade at steady prices so far this week in packer shearlings; one packer sold a car straight No. 1's in a range of \$2.00@2.15, and market usually quoted this basis; another car straight No. 1's sold at \$2.15; No. 2's are nominal at \$1.25@1.40, and No. 3's last sold at \$1.00. Limited small lot trading reported on Fall clips in a range of \$3.00@3.30. Pickled skins continue slow and draggy, with offerings reported in a range of \$14.00@16.00 per doz. straight run packer production. Packer wool pelts are in a strong position as kill declines; recent sales by interior Iowa packers are credited in a range of \$4.25@4.40 per cwt. liveweight basis, although no confirmation has been made by sellers.

N. Y. HIDE FUTURES

MONDAY, APRIL 21, 1947

	Open	High	Low	Close
June	20.00b	20.00	20.00	19.93b
Sept.	18.95b	19.05	19.00	18.92b
Dec.	18.51	18.55	18.50	18.40b
Mar.	18.00b			17.92b

Closing 26 to 30 higher; Sales 23 lots.

TUESDAY, APRIL 22, 1947

	Open	High	Low	Close
June	19.75b	20.00	20.00	20.00
Sept.	18.85b	18.90	18.90	18.92b
Dec.	18.25b	18.49	18.36	18.36-40
Mar.	17.80b	17.90	17.90	17.92b

Closing 4 lower to 7 higher; Sales 12 lots.

WEDNESDAY, APRIL 23, 1947

	Open	High	Low	Close
June	19.70b	19.80	19.75	19.75b
Sept.	18.75b	18.75	18.72	18.75b
Dec.	18.25b	18.30	18.27	18.30
Mar.	17.75b	17.80	17.85	17.86

Closing 6 to 25 lower; Sales 21 lots.

THURSDAY, APRIL 24, 1947

	Open	High	Low	Close
June	19.60b	19.50	19.05	19.30
Sept.	18.65b	18.71	18.15	18.36b
Dec.	18.20b	18.25	17.55	17.95-96
Mar.	17.75b			17.45b

Closing 34 to 45 lower; Sales 40 lots.

FRIDAY, APRIL 25, 1947

	Open	High	Low	Close
June	19.16b	19.00	18.80	18.80b
Sept.	18.30b	18.36	17.90	17.90b
Dec.	17.80b	17.60	17.50	17.40b
Mar.	17.35b	17.00	17.00	17.01b

Closing 44 to 50 lower; Sales 25 lots.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended April 19, 1947, were 6,404,000 lbs.; previous week, 8,610,000 lbs.; for the corresponding week last year 5,377,000 lbs.; January 1 to date 122,571,000 lbs., compared with 127,550,000 lbs. in the same period a year earlier.

Shipments of hides from Chicago for the week ended April 19, 1947, were 11,642,000 lbs.; previous week, 16,018,000 lbs.; same week last year, 3,620,000 lbs.; January 1 to date 172,793,000 lbs., compared with 67,070,000 a year ago.

RENDERERS TO MEET

The annual meeting of Regional area 5 of the National Renderers Association will be held at the Stevens hotel in Chicago on Sunday and Monday, October 12 and 13, it was announced this week by Theo. H. Ruff, area secretary-treasurer. The program includes a cocktail party on Sunday evening given by the Albright-Nell Co., followed by a buffet supper and entertainment.

WEEK'S CLOSING MARKETS

CHICAGO HIDE QUOTATIONS

	PACKER HIDES		Cor. week, 1946
	Week ended Apr. 17, '47	Previous Week	
Hvy. nat. str.	21½ @ 22	@ 21	@ 15½
Hvy. Tex. str.	18½ @ 19	18½ @ 19	@ 14½
Hvy. butt			@ 14½
Brnd'd str.	18½ @ 19	18½ @ 19	@ 14½
Hvy. Col. str.	18 @ 18½	18 @ 18½	@ 14
Ex-light Tex.			@ 15
atra.	@ 23	@ 23	@ 15
Brnd'd cows.	21½ @ 22½	21½ @ 22½	@ 14½
Hvy. nat. cows.	21½ @ 22	21 @ 21½	@ 15½
Lt. nat. cows.	25 @ 27	25 @ 26½	@ 15½
Nat. bulls.	@ 18½	@ 18½	@ 12
Brnd'd bulls.	@ 17½	@ 17½	@ 11
Calfskins	57½ @ 62½	57½ @ 62½	23½ @ 27
Kips, nat.	35½ @ 37½	35½ @ 37½	@ 20
Kips, brnd'd.	33 @ 35	33 @ 35	@ 17½
Slunks, reg.	@ 3.25	@ 3.50	@ 1.10
Slunks, hris.	1.10 @ 1.20	@ 1.20	@ 55

CITY AND OUTSIDE SMALL PACKERS

	Week ended Apr. 17, '47	Previous Week	Cor. week, 1946
Nat. all-wts.	18 @ 21	18 @ 21	@ 15
Brnd'd all wts.	17 @ 20	17 @ 20	@ 14
Nat. bulls.	15 @ 16	15 @ 16	@ 11½
Brnd'd bulls.	14 @ 15	14 @ 15	@ 10½
Calfskins	40 @ 45n	40 @ 45n	20½ @ 23
Kips, nat.	29 @ 30n	29 @ 30n	@ 18
Kips, reg.	@ 3.00	@ 3.25	@ 1.10
Slunks, hris.	@ 1.10	@ 1.10	@ 55

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted selected, trimmed; all slunks quoted flat.

COUNTRY HIDES

	Week ended Apr. 17, '47	Previous Week	Cor. week, 1946
Hvy. str.	15½ @ 17½	16 @ 18	@ 15
Hvy. cows.	15½ @ 17½	16 @ 18	@ 15
Bulls	15½ @ 17½	16 @ 18	@ 15
Extremes	15½ @ 17½	16 @ 18	@ 15
Bulls	12 @ 13	12 @ 13	10½ @ 11
Calfskins	30 @ 32n	30 @ 32n	16 @ 18
Kipskins	25 @ 26n	25 @ 26n	@ 16
Horsehides	7.50 @ 8.50	7.50 @ 8.50	6.50 @ 8.00

All country hides and skins quoted on flat trimmed basis.

SHEEPSKINS

	Week ended Apr. 17, '47	Previous Week	Cor. week, 1946
Pkr. shearings.	2.00 @ 2.15	@ 2.10	@ 2.15
Dry pelts	26 @ 27	25 @ 26	24½ @ 25½

FRIDAY'S CLOSING

Provisions

Continued weakness in live hog values, which declined \$1.00 in the last week, led to lower prices for pork cuts. Friday closing prices for leading cuts were: 10/14 green skinned hams, 46c, and 14/18, 45½ @ 46c, ½ @ 1c lower; 8 and up green picnics, 23 @ 23½c, 2c down; pork loins under 12, 50 @ 51c, or 1c higher; 6/12 fat backs, 20c, 2½c off; D.S. clear bellies, 2½c lower at 25½c for 20/25 averages.

Cottonseed Oil

Closing prices for cottonseed oil Friday at New York were: May 26.00b; July 25.25b; Sept. 21.25b, 21.75ax; Oct. 20.10b, 20.75ax; Dec. 18.00b; Jan. 17.00b; Mar. 17.50b. Sales were 13 lots.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended April 19, 1947:

	Week April 19	Previous week	Cor. wk. last yr.
Cured meats, pounds	17,305,000	18,885,000	15,350,000
Fresh meats, pounds	34,639,000	43,134,000	20,717,000
Lard, pounds	3,287,000	6,400,000	5,721,000

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LIVESTOCK MARKETS *Weekly Review*

MEAT PRODUCTION SHOWS 6 PER CENT INCREASE OVER THE PRECEDING WEEK

PRODUCTION of meat under federal inspection during the week ending April 19 increased 6 per cent over the preceding week, according to the U. S. Department of Agriculture.

Total production was recorded as 277,000,000 lbs., compared with 261,000,000 lbs. in the preceding week. This was 20 per cent above the 231,000,000 lbs. produced in the corresponding week last year.

Most of the increase resulted from increased slaughtering of hogs due in part to the heavier receipts of hogs and the lower prices that followed.

Hog slaughter, estimated at 828,000 head, was 11 per cent above the 746,000 head slaughtered during the preceding week, although it was 2 per cent below the 844,000 slaughtered in the corresponding week of 1946. Pork production was estimated at 118,000,000 lbs., compared with 102,000,000 lbs. in the preceding week, and 125,000,000 lbs. in the same week last year. Lard production totaled 30,800,000 lbs., compared with 28,500,000 and 23,300,000 lbs., respectively.

Cattle slaughter under federal in-

spection for the week was estimated at 257,000 head, 1 per cent above the 254,000 slaughtered during the week earlier, and 76 per cent above 146,000 a year ago. Beef production was calculated at 133,000,000 lbs. compared with 131,000,000 lbs. in the preceding week and 81,000,000 lbs. for the same week a year ago.

Calf slaughter was estimated at 156,000 head, 3 per cent above 152,000 head a week earlier and 62 per cent above 96,000 head last year. Output of inspected veal for the three weeks under comparison was 13,700,000, 13,700,000 and 8,200,000 lbs. respectively.

Sheep and lamb slaughter for the

DOUBLE HOLIDAYS SCHEDULED

Several of the leading terminal livestock markets will close on both Friday and Saturday of the Memorial Day and Fourth-of-July holidays, which both fall on a Friday this year. This action has been voted by the directors of the E. St. Louis, Kansas City, Omaha, St. Joseph, Chicago and St. Paul exchanges.

week was estimated at 284,000 head, 9 per cent below 311,000 head for the preceding week and 26 per cent below 383,000 head in the same period last year. Production of inspected lamb and mutton in the three weeks amounted to 12,800,000, 14,000,000 and 17,000,000 lbs., respectively.

SALABLE LIVESTOCK AT 12 MARKETS

U. S. Department of Agriculture report of March receipts of salable cattle and calves, hogs, and sheep and lambs at the seven leading markets for each kind of livestock, with totals that include five additional markets, follows:

CATTLE AND CALVES

	March 1947	March 1946
Chicago	180,451	157,428
Kansas City	128,155	83,701
Omaha	172,753	130,214
E. St. Louis	73,287	30,388
St. Joseph	49,418	25,942
Sioux City	126,986	110,867
So. St. Paul	89,496	67,127
*Totals	1,039,950	791,823

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

HOGS

	March 1947	March 1946
Chicago	111,349	121,229
Kansas City	25,463	22,275
Omaha	80,830	89,800
E. St. Louis	139,232	123,617
St. Joseph	29,797	33,612
Sioux City	115,343	128,094
So. St. Paul	108,243	141,265
*Totals	824,851	868,708

*Includes seven markets named, plus Cincinnati, Denver, Fort Worth, Indianapolis and Oklahoma City.

SHEEP AND LAMBS

	March 1947	March 1946
Chicago	66,633	94,089
Kansas City	105,056	61,229
Omaha	120,333	177,732
Denver	104,334	140,854
Oklahoma City	7,772	9,986
So. St. Paul	39,112	65,859
*Totals	650,167	840,652

*Includes seven markets named, plus Cincinnati, Fort Worth, Indianapolis, E. St. Louis and Sioux City.

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended April 19, 1947, with comparisons

Week Ended	Beef		Veal		Pork (excl. lard)		Lamb and mutton		Total meat mil. lb.
	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	
April 19, 1947	257	132.9	156	13.7	828	117.6	284	12.8	277.0
April 12, 1947	254	130.6	152	13.7	746	102.2	311	14.0	260.5
April 20, 1946	146	81.4	96	8.2	844	124.7	383	17.0	231.3

AVERAGE WEIGHTS—LBS.

Week Ended	Cattle		Calves		Hogs		Sheep & lambs		Per 100 lbs.	Total mil.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed		
April 19, 1947	945	517	156	88	256	142	99	45	14.6	30.8
April 12, 1947	940	514	160	90	251	137	100	45	15.2	28.5
April 20, 1946	992	558	148	85	248	148	93	44	11.1	23.3



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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on April 23, 1947, reported by the Production & Marketing Administration:

HOGS (quotations based on hard hogs): Chicago Nat. Stk. Yds. Omaha Kans. City St. Paul

BARRONS AND GILTS:

Good and Choice:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
120-140 lbs.	\$19.00-21.00	\$18.50-21.00	\$	\$	\$
140-160 lbs.	20.50-22.50	20.50-22.25	21.50-22.00	21.75-22.50	22.75 only
160-180 lbs.	22.00-23.00	21.75-22.50	21.75-22.50	22.25-23.00	22.75 only
180-200 lbs.	22.50-23.00	22.50-22.75	22.50-23.25	22.85-23.15	22.75 only
200-220 lbs.	22.50-23.00	22.50-22.75	22.50-23.75	22.85-23.15	22.75 only
220-240 lbs.	22.50-23.00	22.50-22.75	22.75-23.75	22.85-23.15	22.75 only
240-270 lbs.	21.25-22.75	22.00-22.75	22.50-23.25	22.65-23.00	22.25-22.75
270-300 lbs.	20.00-21.75	21.75-22.50	21.75-22.75	22.00-22.75	21.50-22.25
300-330 lbs.	19.75-20.50	21.25-22.25	21.75-22.25	21.75-22.25	21.25-21.50
330-360 lbs.	19.50-20.00	21.00-21.75	21.50-21.75	21.50-22.00	21.00-21.25

Medium:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
100-120 lbs.	19.00-22.50	19.50-22.50	21.00-22.75	22.00-22.75	20.25-20.50

SOWS:

Good and Choice:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
270-300 lbs.	17.75-18.00	19.50 only	18.50-20.00	19.00-19.25	18.00 only
300-330 lbs.	17.75-18.00	19.50 only	18.50-20.00	19.00-19.25	18.00 only
330-360 lbs.	17.75-18.00	19.50 only	18.50-20.00	19.00-19.25	18.00 only
360-400 lbs.	17.50-17.75	19.25-19.50	18.50-20.00	18.75-19.00	18.00 only

Good:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
400-450 lbs.	17.50-17.75	19.00-19.50	18.00-19.00	18.75-19.00	18.00 only
450-500 lbs.	17.25-17.50	17.75-19.00	18.00-18.50	18.75-19.00	18.00 only
Medium:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
250-350 lbs.	14.00-17.00	17.00-19.00	17.50-18.50	18.25-19.00	17.50-17.75

SLAUGHTER CATTLE, VEALERS AND CALVES:

STEERS, Choice:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
700-900 lbs.	24.00-25.50	24.75-26.50	23.25-25.00	23.50-26.00	24.50-26.50
900-1100 lbs.	25.00-26.50	25.00-27.00	23.50-26.00	24.25-26.50	24.50-26.50
1100-1300 lbs.	25.50-27.00	25.00-27.00	24.00-26.50	24.50-26.75	24.50-26.50
1300-1500 lbs.	25.50-27.50	25.50-27.00	24.50-26.50	24.75-26.75	24.50-26.50
STEERS, Good:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
500-700 lbs.	22.00-24.00	22.00-24.50	21.00-23.50	20.50-24.25	21.00-24.50
700-900 lbs.	22.50-25.00	22.50-25.00	21.25-24.00	20.75-24.50	21.00-24.50
900-1100 lbs.	23.00-25.50	22.75-25.50	21.75-24.50	21.25-24.75	21.00-24.50
1100-1300 lbs.	23.50-25.50	23.00-25.50	22.00-24.50	21.75-24.75	21.00-24.50
1300-1500 lbs.	23.50-25.50	23.00-25.50	22.00-24.50	21.75-24.75	21.00-24.50

STEERS, Medium:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
700-1100 lbs.	18.00-22.50	17.50-22.00	17.50-21.75	16.75-21.25	16.50-21.00
1100-1300 lbs.	18.00-23.00	18.00-22.50	19.00-22.25	18.75-21.25	16.50-21.00
STEERS, Common:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
700-1100 lbs.	15.00-18.00	15.50-18.00	14.00-18.00	14.00-17.25	14.50-16.50
HEIFERS, Choice:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
600-800 lbs.	23.00-24.00	23.00-25.00	22.75-24.00	22.75-24.75	23.00-24.50
800-1000 lbs.	23.50-25.00	23.50-25.50	22.75-24.25	23.00-25.00	23.00-24.50
HEIFERS, Good:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
600-800 lbs.	21.00-23.00	20.50-23.00	20.00-22.75	19.50-23.00	19.75-23.00
800-1000 lbs.	21.50-23.50	21.50-23.50	20.50-22.75	20.00-23.00	20.00-23.00
HEIFERS, Medium:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
500-700 lbs.	17.00-21.50	16.50-21.50	16.25-20.50	15.00-20.00	16.00-20.00
HEIFERS, Common:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
500-700 lbs.	13.00-17.00	14.00-16.50	13.50-16.25	13.25-15.00	14.00-16.00

COWS (All Weights):	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Good	16.50-18.50	16.00-18.00	14.00-17.50	15.25-18.00	15.00-17.00
Medium	13.75-16.50	14.00-16.00	14.00-16.00	13.75-15.25	14.00-15.00
Cut. & com.	11.00-13.75	11.50-14.00	11.75-14.00	11.25-13.75	11.50-14.00
Canner	9.50-11.00	10.00-11.50	10.75-11.75	10.00-11.25	10.50-11.50

BULLS (Vigs. Excl.), All Weights:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Beef, good	16.00-17.00	16.50-17.00	15.50-16.00	16.25-16.50	16.00-16.50
Sausage, good	16.25-17.00	16.00-16.50	15.50-16.00	15.25-16.25	16.00-16.50
Sausage, medium	15.00-16.25	14.50-15.50	13.25-15.50	13.50-15.25	14.00-16.00
Sausage, cut. & com.	13.00-15.00	11.50-14.50	12.25-13.25	11.50-13.50	12.50-14.00

VEALERS (All Weights):	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Good & choice	22.00-24.00	19.00-23.50	17.00-20.50	18.50-23.00	16.00-23.00
Com. & med.	12.00-22.00	11.50-19.00	11.00-17.00	10.50-18.50	10.00-16.00
Cull, 75 lbs. up.	9.00-12.00	8.50-11.50	8.00-11.00	7.50-10.50	7.00-10.00

CALVES (500 lbs. Down):	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Good & choice	17.00-21.00	18.50-22.00	17.00-19.50	16.50-20.00	15.00-17.00
Com. & med.	11.00-17.00	12.00-18.50	11.00-17.00	10.00-16.50	10.00-15.00
Cull	10.00-11.00	9.00-12.00	9.00-11.00	7.00-10.00	7.00-10.00

SLAUGHTER LAMBS AND SHEEP:

SPRING LAMBS:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Good & choice	22.50-23.25	22.50-23.25	22.50-23.25	22.50-23.25	22.50-23.25
Medium & good	19.50-22.00	19.50-22.00	19.50-22.00	19.50-22.00	19.50-22.00
LAMBS, Choice (Closely sorted) (Wooled):	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Good & choice	21.00-22.25	19.75-21.50	20.75-22.00	19.75-20.50	20.75-21.75
Medium & good	18.00-20.75	17.00-19.50	17.00-20.50	17.50-19.50	17.00-20.50
Common	15.00-17.50	14.00-16.50	14.00-16.50	15.00-17.25	15.00-16.75

LAMBS (Shorn):	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Good & choice	18.75-19.75	18.75-19.75	18.75-19.75	18.75-19.75	18.75-19.75
Medium & good	16.50-18.50	16.50-18.50	16.50-18.50	16.50-18.50	16.50-18.50

EWES:	Chicago	Nat. Stk. Yds.	Omaha	Kans. City	St. Paul
Good & choice	10.00-10.50	8.50-9.00	9.75-10.50	9.50-10.00	8.75-9.75
Common	8.25-9.75	7.00-8.25	8.00-9.75	8.00-9.25	7.00-8.50

Quotations on woolled stock based on animals of current seasonal market weights and wool growth. Those on shorn stock on animals with No. 1 and No. 2 pelts.

Quotations on slaughter lambs and yearlings of Good and Choice and of Medium and Good grades, and on ewes of Good and Choice grades, as combined, represent lots averaging within the top half of the Good and the top half of the Medium grades, respectively.

*Quotations on woolled basis.

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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 14 centers for the week ended Apr. 19, 1947.

CATTLE

	Week ended Apr. 19	Prev. week	Cor. week, 1946
Chicago	21,809	23,949	5,671
Kansas City	21,553	20,122	5,698†
Omaha	25,532	19,566	7,565†
E. St. Louis	11,593	12,892	2,029
St. Joseph	9,043	8,238	1,752
St. Louis	9,675	9,812	5,467†
Wichita	2,509	3,515	681
Philadelphia	3,324	2,926	3,487
New York & Jersey City	9,853	7,167	10,644
Okl. City	3,804	5,783	497
Cincinnati	5,604	5,864	5,608
Denver	7,000	7,124	3,902
St. Paul	14,634	14,253	7,726
Milwaukee	4,137	3,751	2,412
Total	148,750	144,992	63,124

HOGS

Chicago	26,819	26,503	18,129
Kansas City	8,497	6,238	21,548†
Omaha	34,578	21,227	23,562†
E. St. Louis	33,803	32,452	61,652
St. Joseph	14,380	15,241	16,463
St. Louis	14,019	10,631	23,562†
Wichita	2,899	2,790	3,205
Philadelphia	10,403	10,533	11,618
New York & Jersey City	33,292	30,466	42,902
Okl. City	10,690	7,413	6,546
Cincinnati	13,960	15,242	14,080
Denver	10,078	8,479	8,410
St. Paul	18,518	17,970	20,397
Milwaukee	5,298	4,535	3,245
Total	237,834	209,720	275,019

SHEEP

Chicago	10,014	5,995	15,415
Kansas City	24,032	25,864	19,178†
Omaha	23,107	23,707	15,069†
E. St. Louis	3,392	2,695	2,504
St. Joseph	15,335	17,785	9,025
St. Louis	4,300	4,217	6,397†
Wichita	3,141	3,084	2,854
Philadelphia	2,408	1,674	3,890
New York & Jersey City	45,400	35,687	38,940
Okl. City	1,382	3,378	4,914
Cincinnati	125	158	243
Denver	11,411	10,332	14,892
St. Paul	1,543	3,283	5,426
Milwaukee	654	231	352
Total	146,644	138,970	139,093

*Cattle and calves.

†Federally inspected slaughter, including directs.

‡Stockyards sales for local slaughter.

CORN BELT DIRECT TRADING

Reported by Office of Production & Marketing Administration.

Des Moines, Ia., Apr. 24.—At the 10 concentration yards and 11 packing plants in Iowa and Minnesota, barrows and gilts under 270 lbs. were unevenly steady to \$1.00 lower, while heavier weights and sows were 25c to \$1.25 lower for the first four days of the week.

Hogs, good to choice:	
160-180 lb.	\$10.50@22.50
180-240 lb.	21.50@22.75
240-330 lb.	20.50@22.75
300-360 lb.	20.25@22.00

Sows:

270-330 lb.	\$18.25@19.15
400-550 lb.	17.75@19.00

Receipts of hogs at Corn Belt markets for the week ended Apr. 24 were as follows:

	This week	Same day last wk.
Apr. 18	34,000	11,400
Apr. 19	24,000	36,000
Apr. 21	23,500	41,000
Apr. 22	16,300	22,000
Apr. 23	29,500	18,800
Apr. 24	36,000	23,000

RECEIPTS AT CHIEF CENTERS

Receipts at leading markets for the week ended April 19, were reported to be as follows:

AT 20 MARKETS, WEEK ENDED:

	Cattle	Hogs	Sheep
Apr. 19	265,000	348,000	213,000
Apr. 12	259,000	305,000	216,000
1946	232,000	328,000	330,000
1945	273,000	293,000	308,000
1944	218,000	504,000	247,000

AT 11 MARKETS, WEEK ENDED:

	Hogs
Apr. 19	270,000
Apr. 12	231,000
1946	254,000
1945	242,000
1944	468,000

AT 7 MARKETS, WEEK ENDED:

	Cattle	Hogs	Sheep
Apr. 19	184,000	226,000	136,000
Apr. 12	177,000	190,000	139,000
1946	159,000	210,000	179,000
1945	183,000	197,000	210,000
1944	153,000	412,000	171,000

NEW YORK LIVESTOCK

Livestock prices at Jersey City, April 22, 1947:

CATTLE:

Steers, gd.	\$24.00@25.50
Steers, med.	21.50@23.50
Bulls, sausage	15.00@17.00
Cows, cut. & can.	10.50@13.50

CALVES:

Vealers, gd. to ch.	\$21.00@25.50
Med.	18.00@21.00
Cull to com.	10.00@18.00

HOGS:

Gd. & ch.	\$24.25
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LAMBS:

Gd. & ch.	\$24.50
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Receipts of salable livestock at Jersey City and 41st st., New York Market for week ended April 19, 1947:

	Cattle	Calves	Hogs	Sheep
Salable	435	647	277	...
Total (incl. directs)	4,416	8,377	16,189	34,429

Previous week:

Salable	335	1,093	313	16
Total (incl. directs)	5,053	8,383	16,995	30,204

*Including hogs at 31st street.

CANADIAN KILL

Inspected slaughter in Canada for the week ended April 12, compared with the same week a year ago, is reported by the Dominion Department of Agriculture as follows:

CATTLE

	Week Ended Apr. 12	Same Week Last Year
Western Canada	10,804	16,120
Eastern Canada	10,271	9,368
Total	21,075	25,488

HOGS

Western Canada	32,951	46,761
Eastern Canada	62,058	46,944
Total	95,009	93,705

SHEEP

Western Canada	7,451	7,489
Eastern Canada	4,191	3,229
Total	11,642	10,718

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 19, 1947, as reported to THE NATIONAL PROVISIONER:

CHICAGO

Armour, 2,133 hogs; Swift, 2,730 hogs; Wilson, 3,026 hogs; Agar, 4,326 hogs; shippers, 2,145 hogs; Others, 14,614 hogs.

Total: 21,800 cattle; 3,317 calves; 28,964 hogs; 10,014 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,994	743	1,511	5,704
Cudahy	2,322	317	1,186	3,994
Swift	3,083	935	1,584	6,373
Wilson	2,704	624	1,228	3,294
Campbell	486	...	...	...
Others	6,190	136	2,988	4,607
Totals	18,798	2,755	8,497	24,032

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	3,523	2,164	13,630	1,928
Swift	4,665	2,627	10,831	1,157
Hunter	1,289	...	3,392	57
Krey	...	...	1,502	...
Heil	...	...	934	...
Laclede	...	...	882	...
Slackoff	...	...	1,358	...
Others	2,686	473	1,247	550
Shippers	3,574	2,322	8,404	...
Totals	15,167	7,591	42,180	3,692

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Cudahy	3,366	55	7,246	1,140
Armour	3,167	32	6,950	2,433
Swift	3,200	77	3,808	727
Others	343	...	...	...
Shippers	10,397	...	7,706	418
Totals	20,478	164	25,710	4,718

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	8,693	6,027	10,549	...
Cudahy	5,501	3,095	5,522	...
Swift	5,835	3,449	8,817	...
Wilson	2,986	2,275	...	...
Independent	...	1,597	...	...
Others	...	7,710	...	...

Cattle and calves: Eagle, 45; Great-Child, 457; Roth, 284; Live Stock, 692; Kingan & Co., 1,445; Merchants, 38.

Totals: 26,307 cattle and calves, 24,153 hogs, and 19,888 sheep.

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	3,285	587	5,080	11,030
Armour	2,893	657	5,339	2,915
Others	3,228	390	2,402	2,151
Totals	9,406	1,634	11,021	16,006

Not including 227 cattle, 5,510 hogs and 1,589 sheep bought direct.

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	3,814	3,341	6,846	973
Bartusch	775	...	...	...
Cudahy	1,324	3,091	...	379
Swift	771	144	...	...
Superior	2,409	...	...	...
Others	4,741	6,506	11,672	191
Totals	3,922	827	5,140	1,065
Totals	17,956	13,819	23,658	2,608

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall's	...	...	...	77
Kahn's	...	...	6,848	...
Lorey	...	...	311	...
Meyer	...	...	2,608	...
Schlachter	95	185	...	13
Schroth	...	...	2,308	...
National	292	...	...	...
Others	2,012	1,290	5,786	31
Totals	2,529	1,477	18,693	121

Not including 2,286 cattle, and 2,398 hogs bought direct.

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	1,075	706	240	3,558
Swift	930	272	1,714	4,574
Blue	...	...	...	...
Bonnet	501	50	783	...
Conney	652	6	476	...
Rosenthal	61	45	...	...
Totals	3,219	1,079	3,213	8,132

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	1,382	292	1,532	304
Wilson	1,281	415	1,528	54
Others	287	1	542	...
Totals	2,950	618	3,622	364

Not including 263 cattle, 7,008 hogs and 1,118 sheep bought direct.

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	1,119	397	2,331	3,411
Guggen-	...	...	...	...
helm	245	...	...	...
Dunn-	...	...	...	...
Ostertag	39	...	37	...
Dold	104	...	436	...
Sunflower	24	...	95	...
Excel	581	...	...	...
Others	1,584	...	434	96
Totals	3,696	397	3,333	3,397

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	1,855	218	3,076	9,831
Swift	1,998	203	4,276	2,756
Cudahy	687	111	2,301	3,290
Others	2,585	338	2,083	4,229
Totals	7,125	870	11,638	20,004

TOTAL PACKER PURCHASES

	Week ended April 19	Prev. week	Cor. week, 1946
Cattle	149,440	137,576	83,125
Hogs	188,239	174,139	170,623
Sheep	112,868	114,906	166,384

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Apr. 17.....	6,815	872	9,207	1,380
Apr. 18.....	1,690	611	10,009	4,462
Apr. 19.....	379	97	2,561	1,523
Apr. 21.....	18,065	2,238	7,181	5,478
Apr. 22.....	10,128	1,328	12,939	2,780
Apr. 23.....	13,435	949	9,409	2,085
Apr. 24.....	6,500	800	8,500	3,500
*Wk				
to far.....	49,038	5,315	38,508	16,462
Wk ago.....	33,780	5,147	59,761	14,639
1946.....	31,997	2,759	59,450	33,406
1945.....	40,757	3,356	41,424	37,049
*Including 1,760 cattle, 2,005 calves, 13,042 hogs and 2,971 sheep.				

MEAT SUPPLIES AT EASTERN MARKETS

WESTERN DRESSED MEATS

		New York	Phila.	Boston
STEERS, carcass	Week ending April 19, 1947...	13,941	2,704	2,476
	Week previous	12,290	2,233	2,559
	Same week year ago	6,323	1,077	488
COWS, carcass	Week ending April 19, 1947...	1,619	1,294	1,579
	Week previous	2,093	1,355	1,773
	Same week year ago	1,634	1,837	342
BULLS, carcass	Week ending April 19, 1947...	598	19	3
	Week previous	245	8	6
	Same week year ago	76	14	5
VEAL, carcass	Week ending April 19, 1947...	23,151	1,448	1,432
	Week previous	14,681	1,583	1,388
	Same week year ago	13,462	508	521
LAMB, carcass	Week ending April 19, 1947...	43,610	7,482	12,513
	Week previous	53,524	6,307	15,447
	Same week year ago	35,379	7,792	8,708
MUTTON, carcass	Week ending April 19, 1947...	2,300	872	466
	Week previous	4,376	2,539	565
	Same week year ago	2,820	128	1,017
PORK CUTS, lbs.	Week ending April 19, 1947...	2,391,447	600,110	721,979
	Week previous	1,751,376	582,311	1,011,957
	Same week year ago	959,101	368,650	79,806
BEEF CUTS, lbs.	Week ending April 19, 1947...	173,070	...	...
	Week previous	124,232	...	...
	Same week year ago	189,707	...	...

LOCAL SLAUGHTERS

CATTLE, head	Week ending April 19, 1947...	9,853	3,324	...
	Week previous	7,107	2,926	...
	Same week year ago	10,644	3,487	...
CALVES, head	Week ending April 19, 1947...	10,892	2,318	...
	Week previous	9,715	2,687	...
	Same week year ago	8,659	1,982	...
HOGS, head	Week ending April 19, 1947...	33,292	10,403	...
	Week previous	30,466	10,533	...
	Same week year ago	42,602	11,618	...
SHEEP, head	Week ending April 19, 1947...	45,400	2,408	...
	Week previous	35,687	1,674	...
	Same week year ago	38,940	3,890	...

Country dressed product at New York totaled 8,777 veal, 42 hogs and 148 lambs in addition to that shown above. Previous week: 10,560 veal, 10 hogs and 1,039 lambs. Same week last year: 7,922 veal, 15 hogs, and 2,752 lambs.

WEEKLY INSPECTED SLAUGHTER

Inspected slaughter of livestock at 32 centers for the week ended April 19, as reported by the USDA.

	Cattle	Calves	Hogs	Sheep
NORTH ATLANTIC				
New York, Newark, Jersey City...	9,853	10,892	33,292	45,400
Baltimore, Philadelphia	5,178	1,541	20,592	1,823
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis...	12,787	7,993	58,348	3,506
Chicago, Elburn	26,194	14,121	63,935	21,402
St. Paul-Wis. Group	22,325	41,977	59,650	6,977
St. Louis Area	14,370	9,334	59,845	8,484
Sioux City	9,478	255	17,666	6,035
Omaha	21,930	1,077	36,324	24,932
Kansas City	15,320	5,305	35,796	22,294
Iowa and So. Minn.	16,514	5,085	150,426	25,933
SOUTHEAST				
	3,785	1,985	18,439	...
SOUTH CENTRAL WEST				
	18,677	4,463	42,650	32,026
ROCKY MOUNTAIN				
	7,574	771	11,776	12,033
PACIFIC				
	17,379	5,590	24,109	32,235
Grand total	201,562	110,509	632,857	243,380
Total week earlier	198,969	108,229	590,129*	239,809*
Total same week 1946	94,365	59,769	608,364	303,862

*Corrected grand total for the week ended April 12, 1947.

*Includes St. Paul, S. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. *Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. *Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. *Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. *Includes S. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., Ft. Worth, Texas. *Includes Denver, Colo., Ogden and Salt Lake City, Utah. *Includes Los Angeles, Vernon, San Francisco, San Jose, Sacramento, Vallejo, Calif.

SOUTHEASTERN RECEIPTS

Receipts of livestock as reported by the Production and Marketing Administration at eight southern packing plants.

	Cattle	Calves	Hogs
Week ended Apr. 18...	1,155	367	8,158
Week ended Apr. 11...	1,021	305	10,044
Cor. week last year...	757	85	6,519

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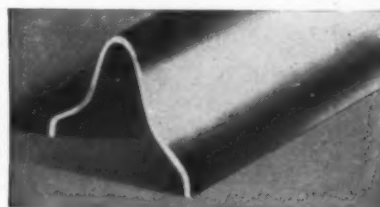
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POSITION WANTED

WORKING FOREMAN: Experienced ham and bacon curer is seeking position as head of curing division in medium sized packing house or assistant to foreman of curing department in one of the large plants. Have had experience in practically all pork operating departments. At present employed. Good reason for desiring to make a change. W-18, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PROVISION MAN: 20 years' packinghouse experience, specializing in sales and production of sausages and smoked meats, wholesale, retail and jobbing connections in Chicago. Familiar with accounting and office procedure. Reliable and aggressive, married, references. W-20, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SITUATION WANTED as casing foreman or casing salesman, by former assistant superintendent. Age 46. 17 years' practical experience in all departments also time study, waste control, costs, accounting or personnel. Would consider any other offer as foreman or office position. Will locate any place. Excellent references. W-21, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

General manager or superintendent of meat packing or food processing plant desires position. Has thorough knowledge of all departments and operations. Capable of assuming full responsibility and producing definite results. Prefer west or southwest location. W-22, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

POSITION WANTED: Butcher with 20 years' experience throughout beef, veal and lamb departments, capable of running plant. Willing to go anywhere. W-22, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

POSITION WANTED as foreman or superintendent. 29 years' experience. Expert in all rendering and animal and poultry feeds. Can produce best quality prime steam lard on record. W-24, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

HELP WANTED

Mechanical Superintendent

Capable of taking full charge of power plant and maintenance department for large eastern meat packer. Please give complete information including age, educational background, and names of former employers. Address replies to the Employment Department, The Wm. Schlumberger-T. J. Kurdie Co. Post Office Box 476, Baltimore 3, Md.

SUPERINTENDENT of meat packing plant. Must have thorough knowledge of beef and all pork operations including curing and smoking and sausage kitchen operations. Must be cost conscious, able to figure costs and handle labor efficiently. This is an opportunity for the right man. Efficient plant located in mid-south. Give history and background. Reply to W-23, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMAN:

Established seasoning manufacturer has opening for salesman to cover Chicago, Michigan and Wisconsin territory. Real opportunity for substantial income for right man. Our men average \$1,500 to \$2,000 monthly. Give full particulars. W-496, THE NATIONAL PROVISIONER, 740 Lexington Ave., New York 22, N. Y.

WANTED: Experienced young man, capable of handling local beef, veal and lamb sales for large mid-western packer selling around 600 cattle weekly in its own metropolitan area. Applicant must have thorough knowledge of beef grading and be equipped to do direct selling to trade. State age, experience and present employment. W-25, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SUPERINTENDENT: Practical plant superintendent wanted. Experienced in slaughtering, cutting, sausage manufacturing, edible and inedible operations. State age, past experience and family status. Opportunity for the man who can qualify. W-14, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Experienced beef man as trader in our beef department. Good salary and opportunity. Replies treated confidentially. E. G. James Co., 316 S. LaSalle St., Chicago, Ill.

Good opportunity at new federal plant for superintendent. Excellent opportunity for reliable man. Southwestern Packing Co., Harlingen, Texas.

HELP WANTED

SUPERINTENDENT: For night operations. Long established eastern plant. Must know all phases of packing house operations, especially processing bologna products, know how to handle men and program work. Excellent opportunity. State age and experience in detail and salary expected. W-29, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Canned meat salesman. Must have trade following and know markets. Write details of experience and territories worked to "National Canner", W-30, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PLANTS FOR SALE AND WANTED

FOR SALE OR LEASE: Modern new small packing plant fully equipped to slaughter 200 cattle and 400 hogs weekly. Chill process sausage manufacture. Also dry rendering inedible. Located midwest Missouri, ample livestock locally, excellent trade, population 600,000, radius 90 miles, city inspection. Value \$115,000.00 FS-6, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

TO RENT OR LEASE: Space for boning or branch house, on railroad, 25 miles from Chicago in territory that could utilize a branch house. Also canning line including ample facilities for canning. FR-493, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED TO BUY OR RENT: Small packing house with sausage kitchen on track in Los Angeles area. Write to W-10, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

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FOR SALE: BEEF WASHERS. One reconditioned like new, light duty Curtis, high pressure, driven by 1 H.P., 1 ph., 60 cy., 110V motor, complete with one new 25 foot hose and gun. Price \$575.00. F.O.B. St. Louis.

Two reconditioned like new, heavy-duty Supreme units, each with 3 H.P., 3 ph., 60 cy., 220V motor; each with one new 25 foot hose and gun. Price \$325.00 each F.O.B. St. Louis.

DOHM & NELKE, Inc.

4748 W. Florissant Ave., St. Louis 15, Mo.

Meat Packers—Attention

FOR SALE: 1-Oppenheimer fatback skinner: 2-stainless steel 1400 gal. jacketed, agitated, kettles; 3-stainless steel jacketed 40-gal. kettles; 1-50 gal. 2-60 gal., 1-80 gal. aluminum jacketed kettles; 70-aluminum and stainless steel 30 gal. jacketed kettles; 2-Allbright-Neil 450 lard rolls; 1-Brexit 1000 lb. meat mixer; 1-Hottmann #4 cutter and mixer. Send us your inquiries.

WHAT HAVE YOU FOR SALE?

Consolidated Products Co., Inc., 14-19 Park Ave New York City, N. Y.

TRUCK REFRIGERATING UNITS: Thermo-King models CTA, completely automatic, self-contained 1200 gas units each driven by a gasoline engine. Unit fits trailers having about 30" clear space above drivers' cab and fits through a 25" square hole near the ceiling in front end of trailer. Will maintain 35-40° temp. indefinitely in largest trailer (lower in smaller bodies) at only a few cents per hour for gas and oil. We have 5 brand-new units available and have good reason for not using ourselves.

FS-505, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: one 10x1 1/4x12 Union Burnham simplex hydraulic pressure pump serial No. 22909 forged steel fluid cylinder, stainless steel wing-guided valves and seats, stainless steel plunger, standard fittings. Used only 60 days, guaranteed. Immediate delivery. Willibald Schaefer Co., St. Louis, Mo.

FOR SALE: O'Connor fresh pork skinner, 1/2 model, complete with 1/2 H.P. 3/60/220 motor. Capacity 400 to 600 pieces of fresh or smoked bacon hourly. Excellent condition. Bargain at \$750.00 delivered anywhere in U.S. FS-504, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: Bacon skinner, Anco latest model No. 656, rated 400 to 600 pieces hourly capacity. In fine condition and complete with 2 H.P. 3/60/220 motor. Real buy at \$350.00 f.o.b. midwest. FS-561, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: Brand new Dohm & Nelke rind-meat bacon skinning machine. Just as received from factory, and never unpacked from original shipping case. FS-7, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOR SALE: Weiman brine pump double action 4 x 3 with 15 H.P. motor practically new. Use pump scale 500# capacity 5 H.P. G.E. motor 220/360. Write to Box 6857, Pittsburgh, Pa.

FOR SALE: Ross 35 mixer grinder silent color with unloader scales, motors, trolleys, pumps, oil pans, bookkeeping machine priced to sell. No reasonable offer refused. P. O. Box 6847, Pittsburgh, Pa.

Used Equipment Wanted

All kinds, sausage room, slaughter house and rendering equipment. From one piece to complete plants. Fair prices paid.

Chas. Abrams 68 N. Second St.
Walnut 2-2218 Philadelphia 6, Pa.

WANTED: 200# silent cutter, 200 to 400# stuff, #56 or #66 grinder, all in good condition, for complete sausage kitchen equipment. Write H.A. THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANT TO BUY: 1-used hasher and washer, 5 used dry rendering cookers 5 x 10 or 1 x 1, 1-used evaporator. Write to 3301 E. Vermont Ave. Los Angeles 11, Calif.

WATCH THIS COLUMN FOR WEEKLY SPECIALS

Barliant and Co. list below some of their current machinery and equipment offerings, for sale, available for prompt shipment unless otherwise stated, at prices quoted F.O.B. shipping points, subject to prior sale.

Write for Our Weekly Bulletins.

Killing Floor and Cutting Equipment

HOG DEHAIRERS, NEW, Cap. 60 hogs per hr., hand throw-out; 9-pt. Star, 36 belt scrapers, gear drive, 3 HP motor.	\$ 995.00
Same, but with V-belt drive.	1045.00
7½ HP motor, V-belt drive.	1095.00
HOG DEHAIRER, Boss Grate, 3 phase, guaranteed good condition.	1325.00
DRUM WASHER, Albright-Neil #41, motor, little used, excel. cond.	1000.00
DRESSING FLOOR HOIST, Robbins & Myers, NEW, 1200# cap., 40' speed, pendant, 3 HP motor.	575.00
MEAT SAW, All-American, 1 HP motor, excellent condition.	300.00
DEBONING TABLES, 10'x40'x1", sheet metal top, ¼" angle iron, Ea.	50.00
TROLLEYS, NEW, Black, 36" extension, Ea.	1.20

Rendering and Lard Equipment

HYDRAULIC PRESSSES, French Oil, 1150 ton, 30" dia., 50" cage, Ea.	6750.00
EXPELLERS, Anderson RB, complete with tempering unit. As is, where is.	3750.00
Reconditioned and guaranteed.	6000.00
COOKERS, NEW, 1200# cap., 40' speed, internal pressure, 20 HP motor, Ea.	4250.00
COOKERS, NEW, 4x7, 10 HP and drive, internal pressure, standard drive.	3250.00
COOKER, Boss, dry rendering, 5x9, 25 HP motor, gear work, excel. in drives.	2800.00
COOKER, French Oil, 30" Vertical, pulley, 30" dia. x 6" face, new shaft, excel. cond.	700.00
SHREDDER, Mitts & Merrill, 25 HP motor, NEW, 12x15 hopper, 12 CIB, internal shipment.	2200.00
LARD FILLER, Roper, type 2.	335.00

Curing and Smokehouse Equipment

SLICER, U. S. Model 150-B, rebuilt, excellent condition.	750.00
BACON SKINNER, Rindmaster, Menges, New in 1942, without motor.	575.00
SMOKEHOUSE, "SMOKEMASTER," 3 months old, Smith & Son, used only slightly.	529.00
SMOKEHOUSE, Griffith gas fired, #1229, excellent condition.	475.00
OLIVE VATS, (1 carload) Recoppered, 34" dia., 4" long staves, guaranteed good cond. Ea.	10.00
TRACKING, 8,000 FL. %2½, excel. cond. Per Ft.	.16

Sausage Equipment

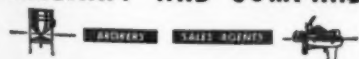
ROTARY CUTTER, Abbe, #34948, 1 HP motor, 3 V-belt pulley drive, 4 screens & 4 knives, 10x7 hopper opening, practically new, used only 20 hours.	500.00
SILENT CUTTER, Buffalo, #50, 30 HP motor.	Bids Requested
GRINDER, Enterprise, #66 plates, direct connected to 15 HP motor, excel.	700.00
GRINDER, Enterprise, #50 motor.	585.00
GRINDER, Enterprise, #150, 6" plate.	275.00
ICE CRUSHER, Victor #3, 100# cakes, 300# hopper, cap., motor, belt driven.	200.00

Miscellaneous Equipment

BOILER, Dutton, Vertical, 35 HP, Oil Burner, automatic controls, used only few months.	1750.00
FLUID COMPRESSOR, Merchants & Evans, 15 ton, counter flow condenser, 15 HP motor.	900.00
AMMONIA COMPRESSOR, York 6½x 6½, model Y-12, 20 HP Howell motor, open bearing.	825.00
ROLLER CONVEYOR, 10,000 ft., approx. 16" sections, 20" dia. on 4" centers, channel iron, ball bearings, 10 to 18" roller width, Per Ft.	1.50 to 2.00
BOXES, FIBER, solid, (14,000) 100# size, 1 & 2 pieces, 3" telescope lid, paraffined inside, excellent cond. For thousands.	495.00
FLAT WIRE STRAPPING, Acme, 5500#%, Per CWT.	12.00

Telephone, Wire or Write if interested in any of the items above, or in any other equipment. Your offerings of surplus and idle equipment are solicited.

BARLIANT AND COMPANY



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SPECIALISTS

In Used, Rebuilt and New Packing House Machinery, Equipment and Supplies.

ADVERTISERS

in this issue of THE NATIONAL PROVISIONER

Abeln Dairy Products Co.	136	Hunter Packing Company	66
Abraham Bros. Packing Company	70	Hygrade Food Products Corp.	67
Adler Company, The	128	Jacobshagen, Alfred, Company	150
Advanced Engineering Corp.	31	Jaffee Cotton Products Mfg. Co., Inc.	120
Aflor Corporation	144	James, E. G., Co.	108
Azar Packing & Provision Corporation	70	Janison Cold Storage Door Co.	14
Air-Way Pump & Equipment Company	78	Kahn's, E. Sons Co., The	78
Albright-Neil Co., The	11	Kaufman, William J.	153
Allen Gauge & Tool Co.	70	Kellogg, M. W., Company, The	15
Amalgamated Meat Cutters and Butcher Workmen of North America	118	Kellogg, Spencer and Sons, Inc.	92
American Dry Milk Institute	104	Kennett-Murray & Co.	152
American Packing Company	54	Keystone Brokerage Company	100
Anchor Hocking Glass Corp.	27	Kold-Hold Manufacturing Co.	86
Anderson, V. D., Company	22	Layne & Bowler, Inc.	149
Armour and Company	38	Levi, Berth, & Co., Inc.	113
Asmus Bros.	99	Linker Machines, Inc.	131
Atmos Corporation	94	Lipton, Martin H., Company	34
Aula Company, Inc., The	110	Louisville Provision Company	67
Barliant and Company	157	Marhofer Div. of Kuhner Packing Co.	75
Basic Food Materials, Inc.	35, 56	Marlton Packing Co.	62
Bohach, H. C. Co., Inc.	79	Mayer, H. J. & Sons Co.	83
Boston Tram Rail Co.	124	McCormack & Company, Inc.	108
Browne, E. M. and Company, Inc.	134	McMurray, L. H.	152
Buffalo Hammer Mill Corporation	128	Menges, Lou, Organization Incorporated	37
Cahn, Fred, C., Inc.	129	Mercury Mfg. Co.	96
Campbell, G. W. & Co.	138	Meyer, H. H., Packing Co., The	66
Cardona-Stevens Co.	145	Milprint, Inc.	4, 5
Carnegie-Illinois Steel Co.	33	Mitts & Merrill	148
Carrier Corporation	12	Moore, E. R., Company	108
Carver Pump Company	12	Newman-Messing Casing Co., Inc.	144
Cas's Pork Ck Co., Inc.	78	New York Meat Packing Company, Inc.	66
Central Livestock Order Buying Co.	152	Niagara Blower Co.	144
Cincinnati Butchers' Supply Co., The	54, 55	Onkile Products, Inc.	98
Cincinnati Cotton Products Co.	130	Ohio Natural Casing & Supply Co.	140
Cleveland Cotton Products Co.	26	Packing House By-Products Co.	141
Continental Can Co., Inc.	30	Peters Machinery Company	130
Continental Electric Co., Inc.	144	Philadelphia Boneless Beef Co.	74
Con Products Sales Company	29	Philadelphia Quartz Company	106
Crane Company	24	Pick Manufacturing Company	21
Cupples-Hesse Corporation	98	Pink Supply Co.	158
Danahy Packing Company	67	Premier Casing Co.	109
Daniels Manufacturing Co.	140	Preservalline Manufacturing Co., The	7
Darling & Co.	151	Rath Packing Co.	66
Diamond Crystal Salt Div. Genl. Foods Corp.	98	Reliable Packing Co.	75
Dippel, C. E. & Company, Inc.	80	Riley, C. W., Jr.	146
Dirigo Sales Corporation	90	Robins, A. K. & Company, Inc.	153
Dupps, John J., Co.	9	Rogelein Provision Co.	62
DuQuoin Packing Co.	66	Royal Packing Co.	74
Eagle Beef Cloth Co.	3, 102	Schaefer, Willibald	148
Enley, Inc., R. W.	132	Schlesinger, H.	86
Eastern Stainless Steel Corp.	23	Schludenberg, Wm.-T. J. Kurdie Co.	66
Edwards, H. H., Inc.	140	Sedberry, J. R., Inc.	79
Eisenstadt, William	142	Sheet Metal Engineering Company	136
Emmert Packing Company	63	Smale Metal Products Company	131
Enterprise Incorporated	85	Smith, H. P., Paper Company	91
Essem Packing Co., Inc.	74	Smith's Sons Co., John E., Second Cover	39
Excel Packing Company, Inc.	74	Snow Crop Marketers, Inc.	39
Fearn Laboratories	17	Southeastern Live Stock Order Buyers	153
Felin, John J. Co., Inc.	74	Sparks, Harry L., & Company	153
First Spice Mixing Co.	74	Society Mfrs. Sales Co.	153
Ford Motor Company	13	Stange, Wm. J., Co.	25
Fowler Casing Co., Ltd.	155	Stedman's Foundry & Machine Works	86
French Oil Mill Machinery Company	90	Steelote Mfg. Co.	32
Fruchbaum, Morris	19	Streck Bros.	74
Fuller Brush Company	19	Superior Packing Company	10
General American Transportation Corp.	18	Swift & Company	10
General Electric Co.	8	Sylvania Div. American Viscose Corp.	10
Girdler Corp., The	116	Taylor Instrument Companies	6
Giddon Company, The	86	Tohts, R. W., & Co.	82
Globe Company, The	122, 123	Truax, Inc.	62
Gobel, Adolf, Inc.	63	Union Special Machine Company	94
Gold Medal Packing Corporation	75	United Cork Companies	138
Gordon, J. M., Company	78	United States Cold Storage Corporation	114
Grade A Foods Corp.	78	United States Steel Corporation	33
Graver, H., Co.	71	Van Gelder-Fanto Corporation	132
Greenebaum, M. H., Inc.	70	Viking Pump Company	130
Griffith Laboratories, The	Third Cover	Vogt, F. G., & Sons, Inc.	153
Gruenkin, E. N., Co.	153	Well Packing Company	63
Guggenheim Packing Co.	58	Western Waxed Paper Co.	89
Ham Boiler Corporation	98	Wilmington Provision Co.	153
Hantover, Phil, Inc.	126	Worthington Pump & Machinery Corporation	20
Hartman-Holman	153		
Harris, Arthur	146		
Hercules Fastener, Inc.	16		
Hercules Powder Co., Inc.	119		
Holly Molding Devices, Inc.	134		

While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index.

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Large refrigeration losses take place through the walls and ceilings of your cold rooms, unless properly and completely insulated. To keep your refrigeration at peak efficiency, with current equipment, there must not be any voids through which vapor, moisture, and heat infiltrate. Defects may cause refrigeration losses totaling as high as 80% of the entire refrigeration load. That is why you cannot afford to overlook the

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THE NATIONAL PROVISIONER

Volume 116

APRIL 26, 1947

Number 17

NIMPA CONVENTION ISSUE

GENERAL

Annual Meeting Summarized.....	39
New Association Officers.....	141
Pictures of Conventioneers.....	45, 47, 53, 57, 65, 115, 117, 121, 125
Exhibits in Photographs.....	101, 105, 107, 111, 115, 117
Camera Visits with Suppliers.....	127, 135, 137, 139, 143

WEDNESDAY, APRIL 16, FEATURES

Report by President Maurer.....	40
La Roe on State of Nation.....	41
Divisional Officers Report.....	48

THURSDAY, APRIL 17, FEATURES

Baker on Livestock Markets.....	50
Richards Assesses the Future.....	60
Montague on Foot-Mouth Disease....	68
How to Get More for Hides.....	76
Unique Lard Processing System.....	84
Current Tax Problems.....	92

FRIDAY, APRIL 18, FEATURES

Buente on Food Advertising.....	112
Forum on Meat Grading.....	128

EDITORIAL STAFF

EDWARD R. SWEM, Editor • HELEN PERET, Associate Editor
GREGORY PIETRASZEK, Associate Editor

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ADVERTISING DEPARTMENT

Chicago: 407 S. Dearborn St. (5), Tel. Wabash 0742.
HARVEY W. WERNECKE, Manager, Advertising Sales
FRANK N. DAVIS
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San Francisco: DUNCAN A. SCOTT & CO., Mills Bldg. (4)

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